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PERIODICAL ROOM  
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Vol. 72

Do You "Make Right" in Your Plant, Mr. Packer?

See  
page 19

340

No. 15

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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APRIL 11, 1925

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.  
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.  
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00

Established 1857

## Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.

Goods for Export and Home  
Trade in any Desired Package.

Export Office  
344 Produce Exchange  
NEW YORK  
Main Office  
527 West 36th Street

PACKING HOUSES:  
534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.

## Jordan's Improved Ham Retainers

PRODUCE THE

Highest Quality  
Boiled Hams

The Allbright-Nell Co.

5323 So. Western Blvd., Chicago, Ill.



PATENT  
APPLIED FOR



PATENT APPLIED FOR

## Morris' Supreme Sausage Casings

THE supreme quality of Morris' Sausage Casings, due to careful selection and highly scientific processing, assures you of a clean, absolutely dependable casing—the goodness of which will be reflected in your products.

The great precaution exercised in the

sorting and grading of our casings eliminates practically all waste in their use, hence their economy.

To be sure of a good, uniform casing, meeting all the requirements of sausage manufacture, buy SUPREME.

Write for prices.

MORRIS & COMPANY

Branch of the North American Provision Co.  
CHICAGO

## "NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY  
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

Some Good Pointers on the Best Way to Cook Hams

Given  
on p. 26

# BRECHT PAILS

**M**ADE of prime tin plate from accurate dies and by employment of the most modern automatic equipment known--carefully machined--plain, lacquered, lithographed or imprinted--packed with care so as to insure perfect delivery--Brecht Pails have won universal preference and have well upheld the Brecht reputation jealously guarded for over 70 years.

The Art Studio of Our Can Division is always at your disposal for the creating and designing of new trade marks and labels.

**Branch Offices:**

New York  
Chicago  
Philadelphia  
Pittsburgh  
New Orleans  
Kansas City  
San Francisco

Tell us your requirements.  
No obligation of course.  
Write today.



**Foreign Branches:**

Buenos Aires  
Liverpool

**THE BRECHT COMPANY**

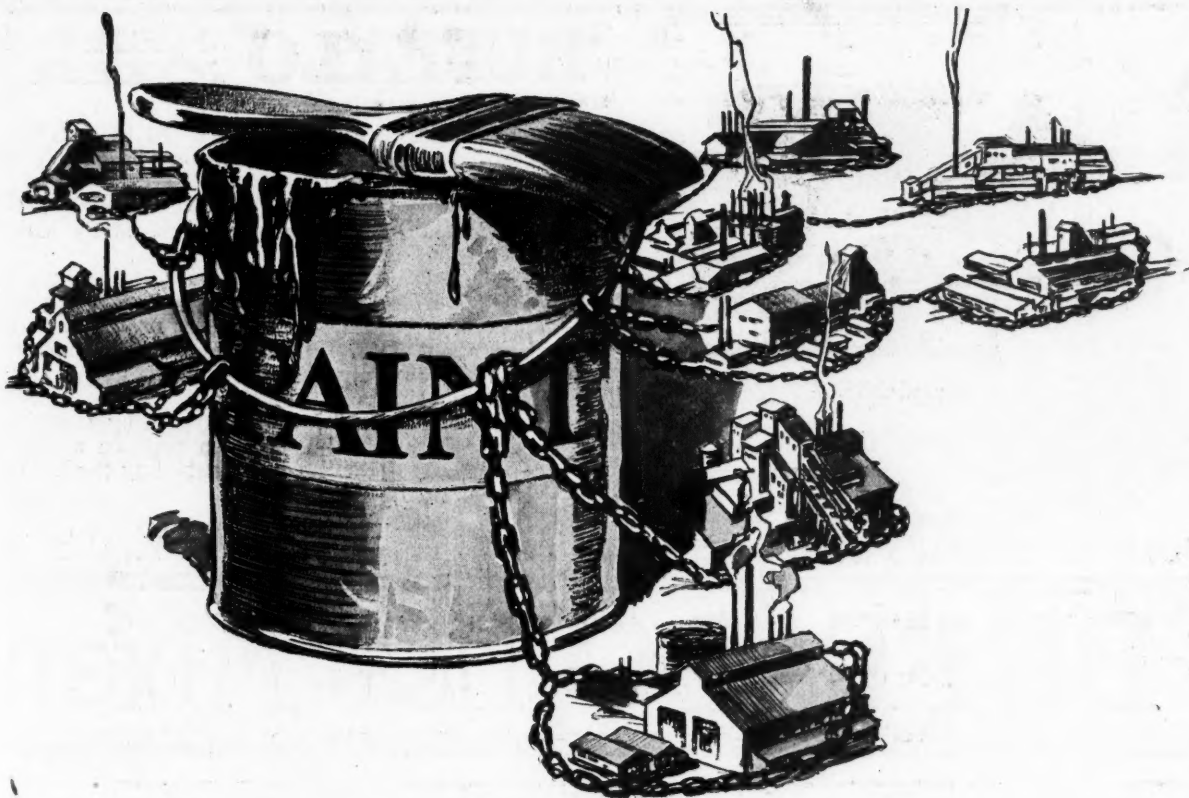
*Established 1853*

Cass Avenue

St. Louis, Missouri

*"We keep faith with those we serve"*

# Shackled to the paint can



## *Until covered with Transite Corrugated Asbestos Roofing*

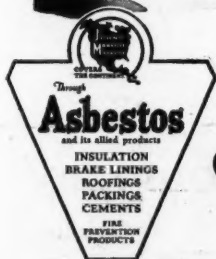
Get rid of the burden of constant painting and the eventual need of replacing roofs and sides of your steel-frame buildings. Cover them with a roofing and siding which is practically unaffected by weather, time, or fire.

Transite Corrugated Asbestos Roofing and siding no more needs painting or replacement than the foundation of the building it covers. Because it is literally a sheet of rock, it cannot burn, rot or rust. You don't have to paint it and you don't have to replace it. Consequently it saves you money.

JOHNS-MANVILLE Inc., 292 Madison Ave., at 41st St., New York City

Branches in 62 Large Cities

For CANADA: CANADIAN JOHNS-MANVILLE CO., Ltd., Toronto

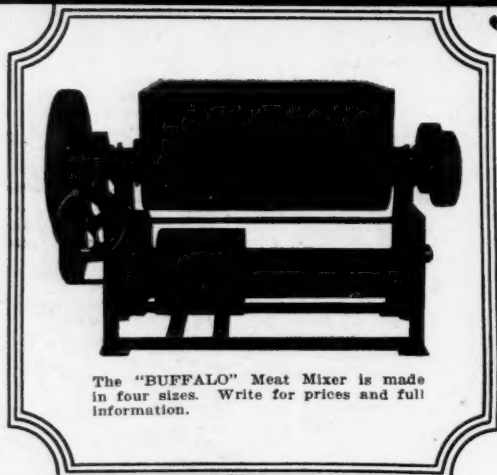


# JOHNS-MANVILLE

**Transite Corrugated Asbestos Roofing and Siding**



# Produce Better Sausage with a "BUFFALO"



The "BUFFALO" Meat Mixer is made in four sizes. Write for prices and full information.

Also manufacturers of world-famous "BUFFALO" Silent Cutters and new "BUFFALO" Grinders.

## "BUFFALO" MEAT MIXER

YOU can always depend on the "BUFFALO" to turn out the finest kind of work, because it is built right.

The meat not only gets the most thorough mixing possible, but the hopper is absolutely leak-proof.

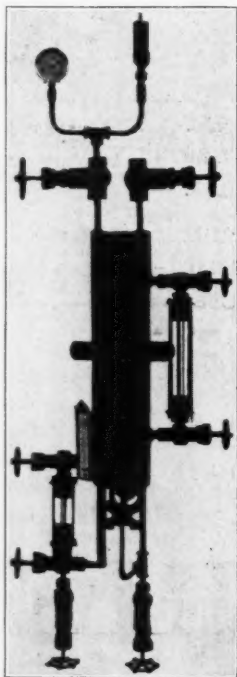
The "BUFFALO" is a strong, sturdy machine—it will give life-time service. The center tilting hopper is a feature which reduces power used in tilting about 50%. Paddles are scientifically arranged and securely fastened to extremely strong, heavy steel shafts.

The "BUFFALO" MIXER is used by the biggest people in the business, to produce a high grade sausage. Don't experiment—buy the BEST—it pays in the long run.

JOHN E. SMITH'S SONS CO. Patentees and Manufacturers Buffalo, N. Y., U. S. A.

# "BUFFALO" Meat Mixer

## THE HILL NON-CONDENSABLE GAS SEPARATOR



is a valuable addition to the refrigerating department of any packing plant, because of the large savings which it produces every day, week and year.

Reduction in fuel or power costs, ammonia consumption, repairs, sheet and rod packing costs, operating hazards caused by excessive pressures are some of the many reasons the Hill Separator "pays for itself" in a remarkably short time in the average plant.

### HERE IS OUR ABSOLUTE GUARANTEE

The Hill Non-Condensable Gas Separator is Absolutely Guaranteed to Remove Every Ounce of Non-Condensable Gases from Your Ice Making or Refrigerating System While Same is in Operation, and do it Without Any Loss of Time or Ammonia.

A special folder giving detailed information has been prepared and should be in the hands of every operating engineer and plant owner. Write for your copy.

## The Hill Manufacturing Company

General Offices

Monadnock Building

Chicago

Sales Agents in Principal Cities



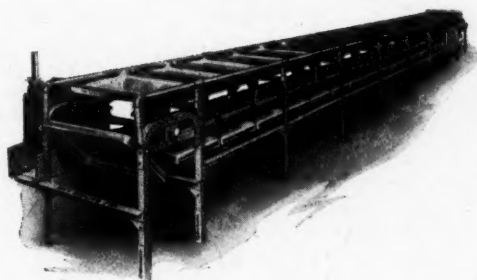
QUALITY

# ANCO

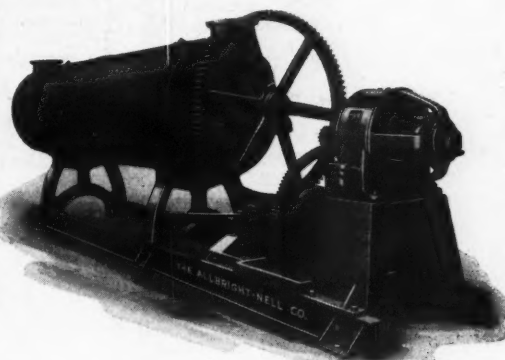
SERVICE

"THE best is the cheapest in the long run." One single break-down will increase the cost of a cheap machine a great deal and repeated break-downs make its cost many times the purchase price. Realizing this we have always put the highest quality of materials and workmanship into Anco machinery and

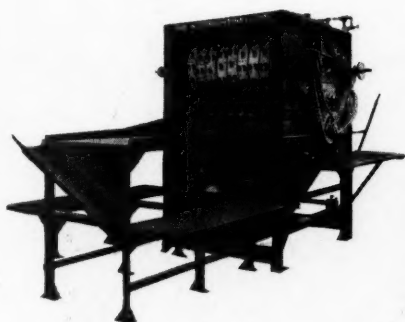
in our machine design we have always paid particular attention to durability, lubrication, and the ease of replacing worn parts.



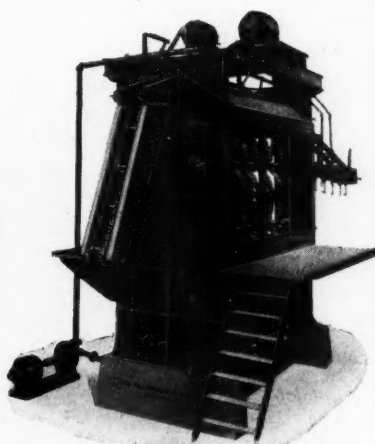
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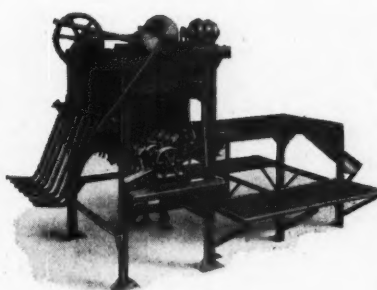
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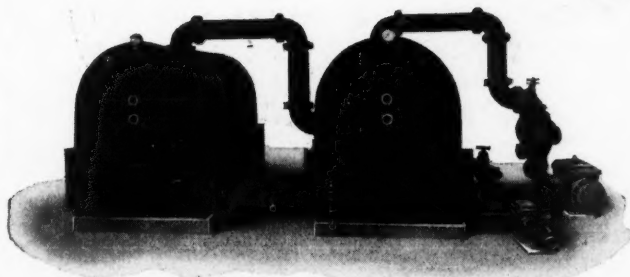
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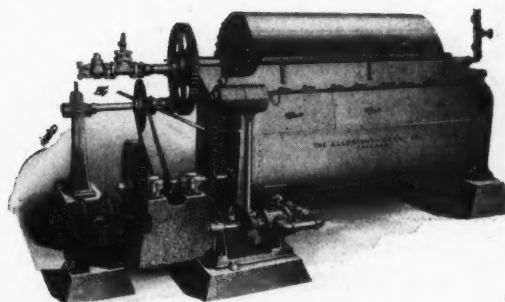
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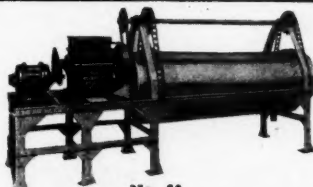
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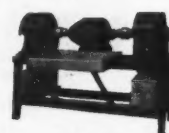
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No. 66



No. 171



No. 29

## THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO, ILLINOIS

## CORK INSULATION

There is a good reason why experienced engineers, architects, and owners have been favoring us with their business and why they specify "Crescent" (100% pure) Corkboard.

Write for complete information.

### United Cork Companies

Plant at LYNDHURST, N. J.

#### BRANCH OFFICES

New York, N. Y.	Pittsburgh, Pa.
Philadelphia, Pa.	Chicago, Ill.
Cleveland, Ohio	Boston, Mass.
	St. Louis, Mo.
	Baltimore, Md.

#### AGENTS

Seattle, Wash.

Milwaukee,  
Wis.

## The "UNITED" Improved Sausage Mold



Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

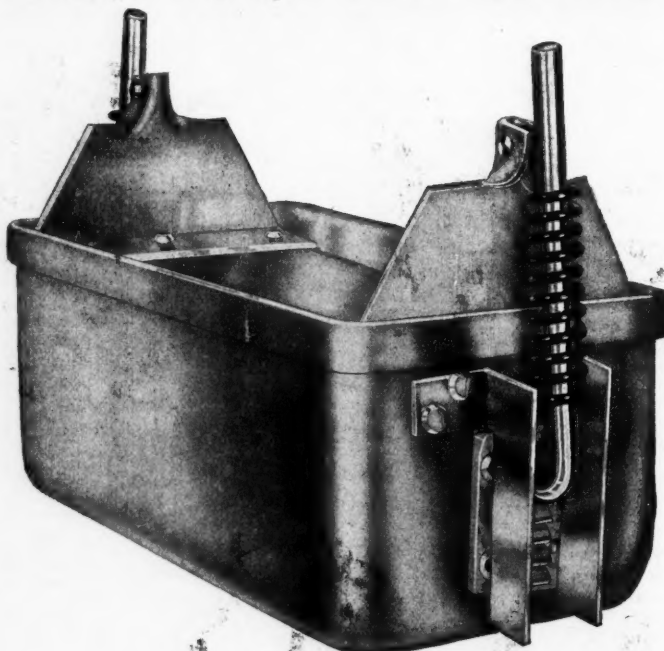
**United Steel & Wire Co.**  
Battle Creek, Mich. Atchison, Kans.

Identify your product by using the improved patent clasp lettered mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.



The "UNITED" product uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

## Jordan Square Ham Retainers



Patent Applied For

### Improved Spring Type

This retainer has been on the market for several years, and one of its best recommendations are the imitators that have recently come on the market.

This retainer is seamless, making it easy to clean. The spring arrangement keeps ham under pressure while cooking.

Hundreds of Satisfied Users. Write for our special price and offer.

Beware of imitators of the Jordan Square Ham Retainers.

Manufacturers of a full-line of Packing House Machinery and Equipment.

## The Packers Machinery and Equipment Co.

1400 W. 47th St., Chicago, Ill.

**MATHIESON Chemicals**

Anhydrous Ammonia  
Aqua Ammonia  
Caustic Soda  
Soda Ash  
Liquid Chlorine  
Bleaching Powder

The MATHIESON ALKALI WORKS Inc.  
230 PARK AVE., NEW YORK CITY

PHILADELPHIA  
INDIANAPOLIS  
CHICAGO  
CHARLOTTE

Deal Direct with the Manufacturer

### Standard 1500-lb. Ham Curing Casks



Write for Prices and Delivery  
**Bott Bros. Mfg. Co.** WARSAW, ILLINOIS

### The Horn & Supply Co.

Leominster, Mass.

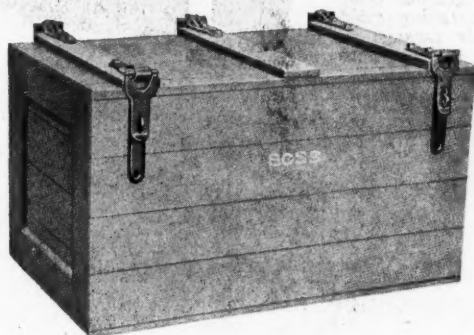
Horns, Hoofs, Horn Tips and Waste  
Dealers in  
Manufacturers of  
Pressed Horn and Hoof

# "BOSS" PACKING HOUSE ACCESSORIES

## "BOSS" DRY CURING BOXES

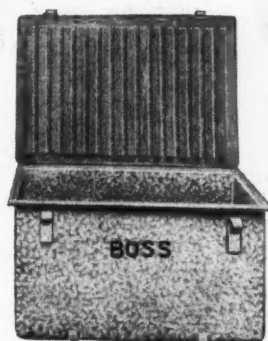
### WOOD

Galvanized Steel Lined. Size: 23x37 in., 21 in. deep; capacity, 625 pounds.



## GALVANIZED STEEL

No. 12 — Wood Cover. Size: 24 x 36 in., 21 in. deep.



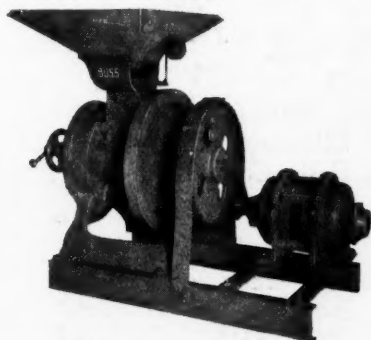
## "BOSS" MEAT BRANDER

Large Brand, 3 in. diameter; Small Brand, 1½ in. diameter.



## "BOSS" SPICE MILL WITH MOTOR

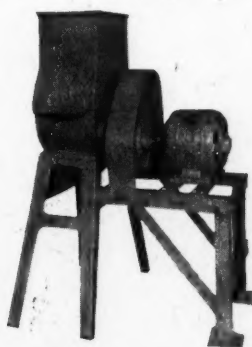
For fast, perfect grinding. Grinding Plates, 9 in. diameter.



## ICE CRUSHER

With Motor

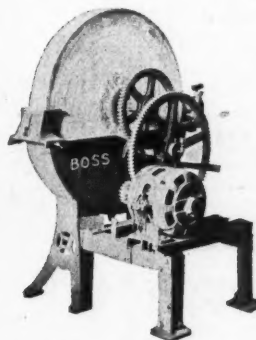
Ice: Pea to Chestnut Size



## GRINDSTONE

With Motor

24 in. x 4 in.; 30 in. x 4 in.



## Hydraulic Hand Press

Curbs:

16 in. x 16 in.  
18 in. x 19 in.



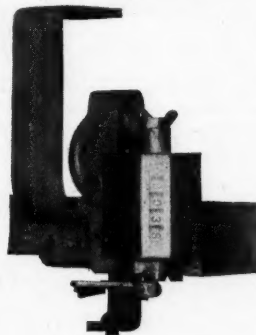
## "BOSS" HOG SINGER

Produces hot flame to singe off hair left on hog carcasses.



## HOG REGISTER

Counts hog carcasses as they pass on rollers.



## Double Drain for Concrete Floors

For 4 in. pipe. One drains to catch basin or sewer, one to grease or blood tank. Bronze block closes either.



## "BOSS" HOG WASH VALVE

Also made with lever.

Where Motors are furnished, Gears are Covered to Conform to State Laws

**USE THE "BOSS" AND SAVE THE LOSS**

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage  
Outfits

Factory and Main Office  
1972-2008 Central Ave., CINCINNATI, OHIO





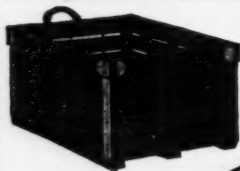
### People Pay The Price—

to get tasty, well-made sausage meat—and you'll always find the quality product in this attractive paper package. It keeps the sausage fresh and clean—maintains the quality. Used by the leaders. Sizes: one ounce to ten pounds. Send for samples and package suggestions.

## KLEEN KUT

the package  
that sells its contents

**Mono Service Co.**  
NEWARK NEW JERSEY



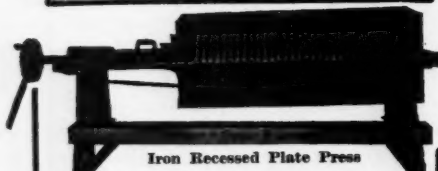
Everything  
Wears  
Out

BUT



**A. Backus, Jr. & Sons**  
Dept. N.  
DETROIT, MICH.

**Baskets**  
OUTWEAR  
EVERYTHING



Iron Recessed Plate Press

## Filter Presses

FOR LARD & OIL REFINERIES  
BEEF EXTRACT, GLUE &  
SOAP MANUFACTURERS

Tankage and Curb Presses

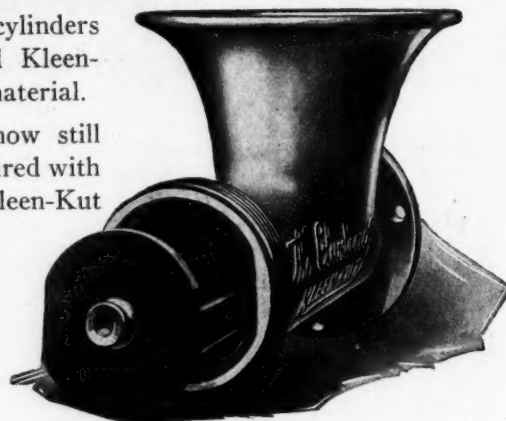
PACKING HOUSE MACHINERY  
AND EQUIPMENT

Write for Information and Prices  
**William R. Perrin & Company**  
Fisher Building Chicago, Illinois

## Flat Sides

on their plates and cylinders are saving Cleveland Kleen-Kut users time and material.

Soon we shall tell how still bigger profits are assured with the new Cleveland Kleen-Kut Grinder.



Watch this space

**The Cleveland Kleen-Kut Mfg. Co.**

CLEVELAND, OHIO, U. S. A.  
ON THE KLEEN-KUT



## The UNITED STATES CAN Co. CINCINNATI

Manufacturers of  
Lithographed Lard  
Pails, Cans and Sheet  
Iron Lard Drums

Our customers are  
our best advertise-  
ment

We originate and  
design labels that will  
sell your goods

Write us for complete information

## BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

**PACIFIC COAST BORAX COMPANY**

Chicago

100 William St.  
NEW YORK

Wilmington, Calif.

See pages 62 and 63 for Classified Advertisements.

*Berrigan presses to be sold on partial payment plan. See next issue for particulars*

## **Why Should Any Packer Gamble With Prime Steam Lard When It Commands the Highest Market Price?**

By using two Berrigan Presses we can prove to any packer who is killing 3,000 hogs per day that he can save between \$25,000 and \$35,000 per year.

By duplicating the installation of a well known Packing House we can make the press rooms the cleanest and neatest part of the Packing House.

We have in successful operation two Berrigan Presses, in one of the most conservative (independent) packing houses in this country, turning out daily from 3,000 hogs, hundreds of pounds of prime steam lard that formerly went into white grease.

*There is no need for packing houses to make any radical change in their method of rendering to obtain these results*

**J. J. Berrigan & Son**  
**7464 Greenview Ave. Chicago, Ill.**



## Lower your power costs; use "Enterprise" No. 166

The "Enterprise" No. 166 cuts 6,000 lbs. of beef per hour.

The No. 166 is the most economical machine you can buy. Saves time, labor, and power.

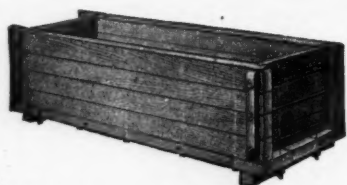
Gears are done away with. Pulleys are placed directly on socket shaft. Has babbitted socket shaft with ten thrust collars. Prevents overheating and excessive wear.

Distance from ring to floor is 26½ in. Carrier can be run under chopper. Our fifty years' experience designing and manufacturing choppers for every purpose is at your disposal. Write us about your problems.

Chopper catalog, showing 72 sizes and styles of "Enterprise" Choppers, sent on request.

**The Enterprise Mfg. Co., of Pa., Philadelphia, U. S. A.**

No. 4



## Vats and Tanks

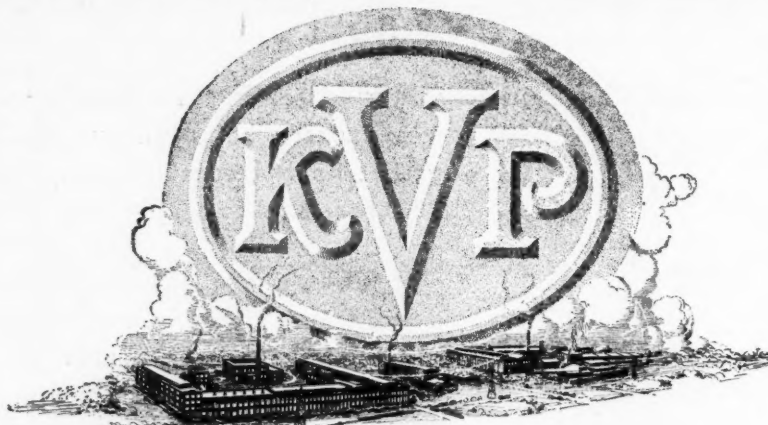
FOR USE IN MEAT PACKING  
AND ALLIED INDUSTRIES

We are in position to furnish all sizes Tanks and Vats for cooking, curing, soaking, chilling, and various other uses. Furnished in either Cypress or Fir.

Prompt delivery assured.

**KALAMAZOO  
TANK & SILO CO.**

Kalamazoo, Michigan  
Tank Builders Since 1867



## There Are Reputations at Stake

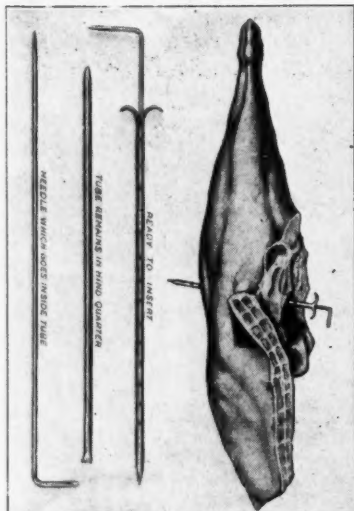
Your product may be the best that exacting production can produce. But if it reaches the ultimate consumer in just the least bit inferior condition there is dissatisfaction. Your reputation as a manufacturer is at stake.

Guard against this emergency. Protect your product with K. V. P. Genuine Vegetable Parchment and Waxed Wrappers. They make the package. Write for samples today.

**Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich.**

*"It's Not in Mortals to Command Success, but We'll Do More—Deserve It"*

## Prevent Sour Rump Joints Use BROZ JOINT AERATOR



Patented in U. S. and Foreign Countries

Made of Monel Metal, they last forever  
If your butcher supply house does not handle them,  
we will supply you direct.  
**BROZ JOINT AERATOR**  
340 Sansome St., San Francisco, Calif.

## What You've Been Waiting for!



### Delivery Basket

Made of 22 gauge galvanized steel all in one piece reinforced around the top with ½ steel rod welded at the ends with 1x1½ angle iron on bottom.

### Cutting Room Container

20 gauge galvanized steel. Stock sizes 15" diameter 12" high, 18" diameter 13" high. Can be furnished in any size to meet your requirements.

## Refillable, Returnable, Galvanized Steel Container

### SIZES

50 gal. Pressed Cover  
30 gal. Pressed Cover  
18 gauge Steel

Circular and prices on application.

**Dubuque  
Steel  
Products  
Co.**

Sheet Metal Dept.  
of

**Kretschmer  
Mfg. Co.**  
Dubuque, Ia.

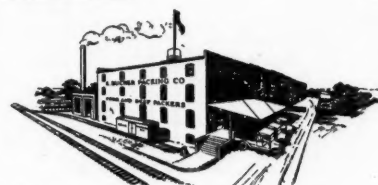


# Products Improved by using Crane Oilgas Smokers

E. BUCHER, PRESIDENT

U. S. INSPECTION

C. A. CLAUS, GEN. MGR



CROSS CODE

**E. BUCHER PACKING CO.**

ESTABLISHED 1898

**BEEF AND PORK PACKERS**

38TH & COMMERCIAL AVE.

CAIRO, ILL.

December 22nd, 1924,

Airoblast Corporation,  
3944-48 So. Hamilton Ave.,  
Chicago, Ill.

Gentlemen:

Answering your letter of December 19th it is our pleasure to announce that we are more than satisfied with the results that we are obtaining from the Crane Oilgas Smoking System.

We will be able to furnish you with some figures of cost of operation if so desire a little later.

The quality of our sausage has been greatly improved and we think that this system is even an improvement over the gas boiler system.

We will be glad to recommend this machine to any prospective buyer.

Yours very truly,

E. BUCHER PACKING COMPANY

BY

*C. A. Claus*  
General Manager

CAC:L

*For full particulars write to*

**AIROBLAST CORPORATION**

**3948 S. Hamilton Ave.**

**Chicago, Ill.**



Immediate Deliveries from  
New York or New Orleans  
Chicago or Baltimore

Complies with all  
Government Regulations

### *A Refined Nitrate of Soda of Highest Quality*

**NITRATE AGENCIES CO.**  
104 Pearl St., NEW YORK CITY

**The Most Efficient  
Meat Curing Agent**

Sole Selling Agents for  
**W. R. GRACE & CO.**  
NEW YORK, N. Y.

# SAUSAGE CASINGS

## THE BRECHT COMPANY

ST. LOUIS      NEW YORK      BUENOS AIRES      HAMBURG



**CASINGS PRODUCE CO., Inc.**  
80½ Pearl St. New York City

TEL. BROAD 3589

*Cleaners and Importers Sheep  
and Hog Casings.*

**E. E. SCHWITZKE, Pres.**

### **Myles Pure Salt**

A large number of the meat packers have found best results using our 99-84/100% PURE SALT in dry salting, pickle, hides and capping on account of no moisture—clean and white.

*A trial car will convince you.*

**HIGBIE SALT CO.**

**Fred K. Higbie, Pres.**

360 N. Michigan Ave., Chicago, Ill.

**GLOEKLER PITTSBURGH**  
63 YEARS MANUFACTURING BUTCHERS' EQUIPMENT

Headquarters for Butchers and Packers  
Equipment and Supplies.  
If you are a butcher write for Catalogue  
B; if a packer ask for Catalogue P.  
**BERNARD GLOEKLER CO.**  
1637 Penn Ave., Pittsburgh, Pa.

### **AUSTRALIAN Sheep and Beef CASINGS BRITISH CASING CO.**

Ask for firm  
offers

Casing Cleaners and Dried Gut Manufacturers  
**Sydney, Australia**

Brokers:  
**E. G. James Co.**  
140 W. Van Buren St.  
Chicago  
Phone Harrison 9066

### **Thomson & Taylor Company**

Recleaned Whole and Ground  
*Spices for Meat Packers*  
CHICAGO, ILLINOIS

### **Perfection Two Pin Mold makes better Square Loaf Sausage**

When you use Perfection Sausage Molds it is not necessary to remove smaller minced hams from the smoke houses and cooking vats sooner than the larger sizes.

The uniform size of the Perfection Mold square loaf assures uniform cooking and smoking in the same amount of time—and cuts labor costs to a lower figure than you have ever thought possible.



How the product looks when it is taken from a  
Perfection Sausage Mold

*Start using Perfection  
Molds by ordering today*

**Sausage Mold Corp.**

Incorporated

918 East Main Street  
Louisville, Kentucky

**PATERSON PARCHMENT PAPER CO.**  
PASSAIC, NEW JERSEY

## What do you do with your old aluminum Ham Boilers?



Many packers do not realize the value of the old aluminum Ham Boilers lying idle in their plants.

This value can be utilized by taking advantage of our exchange plan for new oval or square Ham Boilers.

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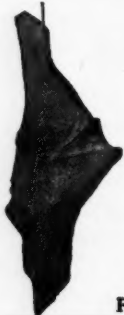
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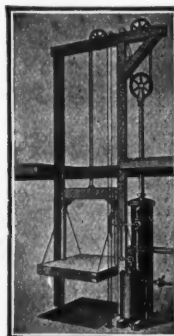
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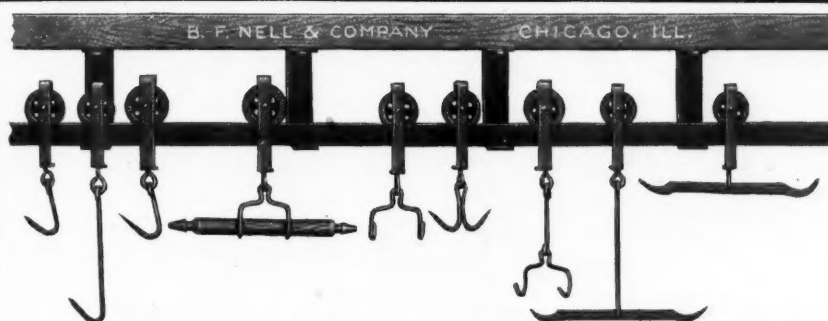
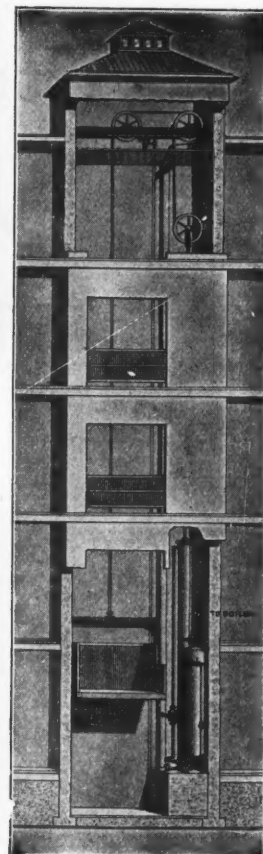
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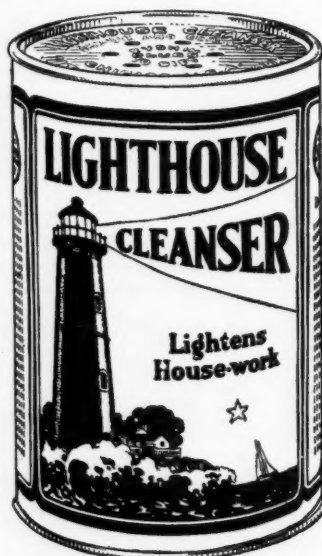
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# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS  
PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 72

Chicago and New York, April 11, 1925.

No. 15

## What "Make Right" Means to Packer

Without It "Buy Right" and "Sell Right" Are No Use—Mistakes Made in Plant That Should be Avoided

"Buy Right," "Make Right" and "Sell Right" are the "big three" principles of meat packing success. Each is equally important, for without any one of them the other two would be of little use.

One of the most easily watched, however, is "Make Right." The superintendent, his foremen and intelligent workmen all can keep an eye on this point, if they know how!

If they don't know how, their mistakes soon mount up into big sums.

What seem to be insignificant leaks can easily swamp the business, because they are multiplied so many times in packinghouse operations.

In THE NATIONAL PROVISIONER of January 10 the first of a series of articles by an experienced operating man was printed. It pointed out many common mistakes made in the hog killing house.

In the second of this series, printed here, the writer follows the hogs from the cooler through the cutting room, pointing out mistakes that are commonly made.

Like the first article, this one does not deal in theory—it deals in facts!

Read it carefully, Mr. Packer.

Then see that your superintendent and his foremen read it too!

For convenience, some of the main points have been summarized on the next page for the benefit of the man who "don't have time to read."

As for that other fellow—the one who "don't need to read"—he won't see it anyway!

### "Do's" and "Don't's" for the Hog Cutting Gang

By "The Foreman"

Editor THE NATIONAL PROVISIONER:

I have again been through the packing field and have noted several things that should be of interest to the packer.

One thing that should be impressed upon the head of the organization is the lack of information regarding the right and wrong way to do things. It has been my observation that "The Packers Encyclopedia," published by THE NATIONAL PROVISIONER, is needed in a great many plants.

**Coolers.**—With the condition of hogs coming from some packers' coolers, it is no wonder that packers are in need of a "Sell Right" campaign. I saw hogs coming from coolers that bore every evidence of having been crowded in the cooler. They were coming out with a temperature of 44 degrees in the ham.

These hogs were being cut for shipment, and many of the cuts were not precooled. When this meat reaches its destination there will be a scramble to get it on the market before it goes bad on the shipper's hands.

#### Don't Cut Warm Hogs.

The greatest fault in cutting warm hogs is that it is almost impossible to get a uniform trim on the cuts. The foreman in charge will get the blame. These cuts require extra handling all through the entire processing and shipping.

**Hams.**—One thing that struck me was irregularity of marking of hams. Some have been marked at the wrong angle, others cut too short at the aitch bone.

### Make Right

A packinghouse foreman with a lot of practical experience has been visiting a number of pork packing plants recently.

He kept his eyes open—and what he saw was a lot!

He will tell what he saw in THE NATIONAL PROVISIONER, and will draw some practical conclusions. There will be "Don'ts" and "Do's" all the way from the shackling pen to the curing cellars.

Watch for "The Foreman."

When we stop to consider that we realize on only from 68 to 72 per cent of the weight of the hog, it is highly important that we get full yields from our cuts.

Marking of hams has a great deal to do with the quality in appearance. If they are marked wrong, there is a chance that the cut next to the ham will suffer.

Nearly all small packers cut short shanks with marrow exposed. This is a loss to them of about  $\frac{1}{4}$  of one per cent. This percentage is about what they are doing business on, and yet this loss goes on day after day.

I have seen hams trimmed where the trimmers remove all the flank side of the ham, taking part of the tender tip along with it. Hams with undermined butts are common and should be avoided by the use of a knife long enough to drop the ham with one cut.

#### Losing 8,000 Lbs. of Loins.

**Shoulder Chopping.**—In almost any plant one can see shoulders being chopped at every angle imaginable. Recently one plant was short about 8,000 lbs. of loins that were traced to the chopper. In chopping the shoulder off, he was giving it too much slant, consequently robbing the loin yield of about one per cent.

These things are so small that the average foreman will not pick them up until his attention is called to it through a loss in the test sheets. What must the loss be in a plant in which the men claim no test is necessary?

**Scribing.**—In all plants I visited, scribing was very irregular. Too many deep scribe marks on the bellies and very ragged edges on the loins.

#### Check Up On Scribing.

Scribing should be checked several times during the cutting, and care should be taken that scribe marks do not show on the belly. In many cases the bellies are split at the scribe mark, which robs the belly of part of the yield.

It is impossible to get a full yield of belly with deep scribe marks showing, unless they are left in the belly, which is objectionable.

**Ribbing.**—To get proper ribbing, I favor



having both a right-handed and a left-handed man at this position. The reason is this: The cut is identical to both men and can be made from the tip end, which is easier for both ribbers, and very few "snowballs" will be made.

Care should be taken in ribbing and a check made at different times against the finished belly weight to determine the amount of ribs removed. They should run about 13 per cent of the belly.

**Belly Trimming.**—The greatest losses occur at the belly trimming table. It should be under the supervision of some competent trimmer at all times.

#### Money Lost in Careless Trimming.

Recently I noticed bellies being trimmed without regard to seeds. The trimmers were removing all seed at the first cut, and in most cases part of belly yield, too. In checking one load of bellies, it graded out as follows: 30 pieces sows cut at scribe, finished weight, 211 lbs. In this case these bellies will grade 6/8. These bellies would stand 29 lbs. additional weight and still come in the average. The difference between back fat and bellies would warrant this additional weight and decrease the amount of lard produced in the plant.

In another check the bellies were about 1/2 lb. short on each piece of being the top of the average. Things like these are what lose money in the packinghouse. Very few foremen take it upon themselves to check their own work, and unless the superintendent does it, these losses go on daily.

Many plants leave a slight scribe mark

showing on the bellies, figuring that if smoked in their own house the objection will not be so prominent. The board of trade says they shall be cut at the scribe mark, and if sold as such, this work is done at time of loading and is additional expense.

There are times, however, when it pays to reduce the average of the bellies. In doing this great care must be taken not to remove too much weight. In most cases the brisket can be removed and show fair trimming yield.

#### Pays to Make Good Loins.

**Loins.**—Loins are the trade ferret. When a man buys loins, he generally purchases other products, and many packers try to keep the loin trade at their door to move other products.

Loin pulling requires a great deal of care and in most cases the loins are scored after pulling, if the house is a yield getter. However, I have seen loins pulled in which the loin pullers scored every loin, leaving about two to four ounces of lean meat on the back fat. This is not necessary.

A lean loin is one in which the fat has been removed down to the striffin, and it is a matter of education in getting them pulled in that manner.

Taken as a whole, if loins were pulled properly, in a house cutting from 1,500 to 2,500 hogs per week, the saving would pay the foreman's salary. It is worth going after. Check your loin yield and be convinced.

Loins miss-cut due to bad scribing can be avoided by careful study. Keep a

record of the number of miss-cut loins produced weekly and make comparisons.

**Shoulder Trimming.**—The shoulder trimming table generally includes picnic trimming and butt trimming. Very few plants check butt pullers against picnics produced, which should be done several times daily. A perfectly pulled butt will equal 80 per cent of the picnic. Unless it does the butt is being robbed.

#### Watch Dropping of Heads.

In case of butts running short in yield, it is a good policy to check the heading of hogs on the killing floor. If the header does not clean the poll bone in dropping the head, part of the meat that should be left on the butt is left on the head.

Again, the cutting of picnics may be the cause. If the picnic is cut about one inch from the blood vessel which shows on the face of the shoulder, the butt yield should be normal. A long cut picnic means a low yield of butt.

The raising of neck ribs should be carefully checked, as should the amount of neck bone trimmings. Neck bone trimmings should be about 30 lbs. per hundred hogs. If neck ribs are left on the spare rib, the yield of trimmings will be about 25 lbs. per hundred hogs.

#### Shoulder-Stuck Hogs Cost Money.

In case of shoulder stuck hogs, or hogs that are not thoroughly bled, it is good practice to bleach the picnics and place in cure by themselves so as not to get a few in each vat and spoil the meat that was handled properly.

A check can be made at this point and  
(Continued on page 27.)

## Hog Cutting Pointers for Your Cutting Gang

**Cooling.**—Are your hogs crowded on the cooler rails? This prevents proper cooling and causes trouble when hogs are cut.

If you cut your hogs with too high a temperature in the ham, it is almost impossible to get a uniform trim on the cuts. And it causes spoilage.

**Hams.**—How large a percentage of your hams are irregularly marked? You can realize on only 68 to 72 per cent of the weight of the hog, and should be careful to get full yield from your cuts.

Marking hams has a great deal to do with their good appearance. If they are marked wrong the chances are that the cut next to it will suffer also.

Do you cut short shanks with the marrow exposed? This is a little thing, but it costs you a lot of money on a month's operations.

How many undermined butts do your trimmers produce? Give them knives long enough to drop the ham with one cut.

**Shoulder Chopping.**—One plant lost 8,000 lbs. of loins because the chopper chopped the shoulders off at the wrong slant. This took only about one per cent off the loin—but it soon mounted up to a tremendous loss!

**Scribing.**—Make frequent checks on your scribing!

Make sure your scribes do not leave scribe marks on the belly. If the belly is split at the scribe mark, it is robbed of part of its yield.

**Ribbing.**—Do you use both a right-handed and a left-handed man for ribbing? This idea has much to commend it.

Both men find the cut identical, and make it from tip end, which makes it easier for them both.

Check your ribbing against finished belly weight. They should run about 13 per cent of the belly.

**Belly Trimming.**—Watch your belly trimming table!

See that your trimmers do not rob the belly of valuable meat in trimming. Keep them at the top weight possible in their average.

**Loins.**—Loins are a trade magnet. Loin trade often brings other trade and is worth going after.

Are your hams scored? Watch your loin pullers to be sure they don't leave lean meat on the back fat.

If you cut from 1,500 to 2,500 hogs per week, the saving of a few ounces of lean meat on each loin will more than pay the foreman's salary!

Check up on your mis-cut loins!

**Shoulder Trimming.**—Do you check your butt pullers against picnics produced? A perfectly pulled butt will equal 80 per cent of the picnic.

If your butts are running short in yield, check the heading of hogs on the killing floor. Be sure header cleans poll bone in dropping head!

Watch the cutting of picnics. A long cut picnic means a low yield of butt.

How much neck bone trimmings do you produce? Thirty lbs. per 100 hogs is plenty!

Cure the picnics from shoulder stuck hogs by themselves. Better bleach them first, too. If they are badly shoulder stuck, bone them out.

Keep a check on your stickers for shoulder-stuck hogs!

Are your picnics carefully faced?

Clear butts should run about 50 per cent of Boston butts. Tell your butt pullers to drop down and get the meat close to the blade bone.

**"MAKE RIGHT" is essential to Success!**

## Meat Grading Helps Honest Traders

### How Government Standards and Inspection for Grades Have Put A Check on Dishonest Practices

Not long ago a meat contractor in New York City got an order for choice steer beef for delivery to a steamship company.

When this truck pulled up to the pier—loaded with cow beef—and he found a government grader on the job, he backed away with the excuse that the load was for another customer.

He hadn't expected the government standard of grades to be applied to his goods. When he saw the grader on the job he "ducked."

In the old days the cow beef would have been delivered—at steer beef prices! Today the establishment of official meat grades, and inspection for such grades, has guaranteed honest deliveries and better business for honest dealers.

Here is the story of the situation to date, as given to THE NATIONAL PROVISIONER by a government official:

### How Meat Grading Works

By W. C. Davis

Because of a general lack of knowledge as to differences in quality of meats, the steamship business, particularly in New York, until very recent years was considered to be in such a deplorable condition that most reputable dealers hesitated to bid on supplies.

Price was the deciding factor, and quality was given little or no consideration at all.

As a result, unscrupulous dealers profited at the expense of reputable dealers and steamship lines. Substitution of like products much inferior in quality to that called for was the general rule, and complaint followed complaint from patrons of the various steamship companies.

Cow beef and stag beef were substituted for "choice steer beef."

Cuts from yearling and mutton carcasses were substituted for lamb and low-grade poultry for high grade.

Similar methods were practiced in delivery of many other food products. Prices paid were generally much out of line for quality received.

#### Due to Lack of Standards.

Most if not all of these unsatisfactory conditions were due to a lack of any dependable standard for grading meats. Specifications, if used at all, were based largely on weight, and these at most were only very general in character. Quality, the outstanding factor, received little attention.

Because of constant complaints from its patrons, the U. S. Lines early in 1923 was the first to recognize the difficulties under which they were operating, and began to look for a remedy.

Then followed immediately the adoption of specifications for meats and meat food products prepared by the Livestock, Meats and Wool Division of the U. S. Bureau of Agricultural Economics, and the inauguration of the Department's meat-grading service.

Other steamship companies were quick to recognize the value of such a service, and at the present time a large percentage of the more important steamship lines operating out of New York are availing

themselves of the service with eminently satisfactory results.

The personal element, which heretofore was to some extent a disturbing factor, has through the adoption of specific and practical specifications been eliminated.

Awards are made on the basis of quality. Competitors are on an equal basis, and much of the odium which had attached itself to the steamship trade has disappeared.

#### Up to the Old Tricks.

That there yet remain some dealers who endeavor to "put something across" was demonstrated quite recently in New York. One large steamship company placed an order and purposely did not advise the contractor that deliveries would be graded by an official grader at the pier. In this instance, choice grade meats were called for, particularly choice steer beef.

As he had not been advised, the contractor concluded no official grading would be done at the pier. Instead of furnishing choice steer beef, he loaded his truck with cow beef.

On arrival at the pier, when he found the Department's grader on the job, he refused to submit the beef, claiming the lot was intended for another boat.



W. C. DAVIS  
Investigator in Marketing, U. S. Department of Agriculture.

Previously, this same contractor had endeavored to ascertain by telephone whether the delivery would be subjected to official grading.

#### Protection of Government Grading.

Later, however, the contractor acknowledged to the Bureau's representative that the cow beef would have been delivered to the steamship company had no Government representative been present.

There may be some excuse for occasional deliveries of lower-grade meats of the same class, but there can be no possible justification for filling an order with cow beef when steer beef has been specified.

Acts such as these on the part of some dealers have contributed more to the growth of the Department's meat-grading service than any other single factor. In a word, the service tends to eliminate unscrupulous dealers. This in turn automatically increases competition between reputable concerns, and insures delivery of products of class and grade called for by the specifications.

#### LIBBY SHOWS GOOD PROFIT.

Another evidence of the almost complete recovery of the packing industry from the post-war depression is shown in the annual report of Libby, McNeill & Libby for the year ending February 28, 1925.

The net profits for the year amounted to \$1,433,828.22 and the surplus account now totals \$3,450,998.05. The total liabilities of the company were reduced by \$4,194,548.21 during the year.

The working capital was increased \$1,590,002.67, from \$19,029,973.00 a year ago to \$20,619,975.67 this year. There are now \$2.53 of current assets against each dollar of current liabilities.

Inventories stand at \$25,584,748.19, being \$2,085,301.47 less than a year ago.

The past year foreign sales were about 20 per cent of the total business, the goods of the company being distributed to practically every country in the world.

The company has 63 plants, located in different parts of the United States proper and the territories of Alaska and Hawaii, their location having been determined by proximity to fields of production.

In his letter to the shareholders President E. G. McDougall said that "the improved showing is the result of more favorable business conditions, of lower production costs and higher operating efficiency."

"We are extending our sales effort and are building solidly for the future, both as to personnel and policies, in order that we may utilize our entire organization to its maximum capacity. Our domestic business has shown a substantial increase over the preceding year and our manufacturing and sales organizations have attained a higher standard than ever before."

The consolidated balance sheet, including all interests, domestic and foreign, at February 28, 1925, is as follows:

#### ASSETS.

<b>Current Assets—</b>	
Cash .....	\$ 1,979,243.82
Accounts receivable .....	6,172,787.34
Inventories .....	25,584,748.19
Marketable securities .....	393,192.87
<b>Total current assets .....</b>	<b>\$34,129,972.22</b>
Investments .....	450,001.99
Bond discount and expense .....	615,384.00
Plant .....	\$26,376,718.59
Less reserve for depreciation .....	9,298,075.00
	17,078,643.59
	<b>\$52,273,999.71</b>

#### LIABILITIES.

<b>Current Liabilities—</b>	
Notes and accounts payable .....	\$13,506,966.55
Purchase money mortgage .....	250,000.00
First mortgage 7% ten year gold bonds, dated May 1, 1921 .....	9,500,000.00
Reserves—pension fund and other .....	813,005.11
Preferred stock, 7% cumulative, par \$100 .....	15,000,000.00
Common stock, 675,000 shares, par \$10 .....	6,750,000.00
Surplus .....	3,450,998.05
	<b>\$52,273,999.71</b>



## Electrical Equipment in the Packinghouse

By A. Downing, Allied Packers, Inc.

**EDITOR'S NOTE.**—This paper was read at a meeting of the construction and engineering section of the Institute of American Meat Packers, held in Chicago, February 26, 1925. Electrical equipment is a hobby with Mr. Downing, and he is thoroughly acquainted with it all the way from the power plant to the light globes.]

The subject of the use and abuse of electrical equipment is one with which few of us are sufficiently familiar. I am going to talk in simple terms so that all of you, whether you are actually engaged in the electrical maintenance of your plant or not, may be reminded of a few of the most essential things about electrical equipment maintenance.

There are many different kinds of electric machines in the packing house, but probably it is advisable to mention only the equipment most generally used in the average plant.

### Cleaning Generators and Motors

One of the most important things to begin with is the cleaning of generators and motors. Careful periodic cleaning of motors and generators deserves more consideration than it now receives from our engineers.

By cleaning I do not mean the weekly blowing out with compressed air or some similar process that is carried out in many plants, but a real, honest-to-goodness cleaning. The careful housewife sweeps dust and cleans weekly, or even daily, but once or twice a year the housecleaning bug "gets her right" and she goes to the bottom of things.

It is deplorable that this bug does not visit our packing plant electrical men at regular intervals.

Heating engineers tell us that the thinnest coat of soot on any surface cuts down the radiation 20 to 30 per cent, or even more. From this point of view, the cleaning of motors and generators takes on new significance.

Many operators give a great deal of attention to cleaning and their equipment is always in the best of condition. However, there are many places where this question receives scant attention, or perhaps none at all.

Insulating materials and methods have been improved greatly and the newer insulations will operate safely at higher temperatures than machines built years ago.

### Insulation Is Life of Motor.

With any kind of motor or generator, however, it may be said that its very life is its insulation.

Experience seems to indicate that the mechanical parts, such as the frame, shafts and bearings, rotor, etc., last indefinitely. The insulation fails from aging, roasting out, becoming brittle, checking, etc., allowing moisture to penetrate and finally cause the destruction of the winding. Machines with the end windings plugged full of dirt, the air gaps filled with a paste of dirt and oil are all too common, and it is not always old machinery which we find in this condition.

Many new motors are flooded with oil because of some bearing trouble or by

careless motor oilers. The oil soaked windings serve as a collector for dust, smoke, flies, etc., that are ever present in packing plants.

### Should Clean Motors Periodically.

All these considerations bring home the necessity of careful periodic cleaning of electric motors and generators. In the cleaning of motors, the rotor should be removed and the heaviest of the dirt removed with a wooden or fibre scraper.

Do not use metal scrapers because of the danger of cutting the insulation.

After the heaviest part of the accumulation has been removed, some solvent should be used. Gasoline is first thought of in most cases and it is probably the cheapest, is always obtainable, and is a good solvent.

Extreme care should be exercised in its use because of the great fire hazards. The vapor from gasoline is, as you all know, highly inflammable and explosive, and it is also heavier than air. Pockets of this gas will lurk for hours in low places, such as pits or basements, waiting for some spark to ignite and explode it.

For this reason, gasoline should be used only where ventilation is good.

### Apply Cleaning Fluid With Brush.

The cleaning fluid can be applied with a cloth or brush to remove the heaviest accumulation of oil and dirt. The final cleaning can be done with an atomizer similar to those used for cleaning automobile engines in nearly all auto repair shops.

If a spray is used, hold it within six inches of the work. Otherwise, the blast of air will vaporize the lighter parts of the gasoline before it strikes the coils.

If the machine is very dirty, the coils should be wiped with a cloth or waste and a second treatment given.

The air for blowing out motors should not be used at a pressure above 50 lbs., because it may damage the insulation if too high a pressure is used. There is a small motor and fan on the market made especially for blowing out motors and similar work. This equipment has considerable merit.

### Be Sure Compressed Air Is Dry.

Compressed air sometimes contains water and should be tested before being used on the winding. Blow the air against

the wall or floor and be sure that it is dry before turning the nozzle on the motor or generator.

The final step in cleaning should be a coat of air-drying, insulating varnish. There are many brands of varnish that will give good results, but it is probably always best to consult the manufacturers of the motors and get their advice on the matter. It is better to use a varnish that is a little too thin rather than a heavy, slow-drying one.

Some repair men recommend a high potential test and some engineers believe in periodical high potential tests. They say they locate faults and make repairs without serious damage or delays.

Others say that every time you overstrain the insulation some of its life is taken away. I am inclined to the latter belief.

A heavy strain cannot do the insulation any good, and many an old machine which is tested in this way is broken down by the strain, and must then be completely rewound.

I believe, however, that a rewind machine should always be tested with high voltage and I would not object to a test with voltage increased about 25 per cent above the normal operating conditions for old motors which have just been cleaned or repaired.

### Location of Motors Important.

The location of motors in our packing plants is of great importance. When placing motors, thought should be given to choosing as dry a place as possible. They should be easily accessible for observation at all times. They should also be placed so that they can be quickly changed in case one becomes burned out or otherwise disabled.

Each time a motor is started, the bearing cap should be lifted and the oil rings examined to see that they are revolving. Occasionally these oil rings refuse to start with the motor, but if just touched with the finger and given a start, they will run all right.

A great percentage of motors are placed in such locations that this practice is very inconvenient.

### Keep Motor Winding Dry.

Where motors are necessarily placed in damp or steamy places, special precautions must be taken to keep the windings dry. It is almost impossible to prescribe treatment for every condition, because each case calls for special attention.

I have found that it is during the night and first thing in the morning that most harm is done. The motor is shut down at night and naturally cools off with the rest of the air in the room.

Then, when steam is turned on the cooking tanks, scalding tubs, and other apparatus in the early morning the moisture-laden and warm air condenses on the comparatively cold motor and saturates the windings.

I have eliminated trouble from this source by building a small house over the motor, with a steam heating coil inside. When the motor is stopped at night, steam is turned on and the house closed up tight. This keeps the motor warmer than the surrounding atmosphere, so that in the morning, when the scalding tub is started operating, no moisture will condense on the motor.

When the motor is started, the shutters on the motor house are opened up to give necessary ventilation. The steam heat is turned off also, as the motor, if properly loaded, generates sufficient heat to keep the windings dry and prevent condensation on them.

### Water Causes Trouble in Motors.

I have known some trouble with motor bearings caused by water from condensation or other sources. If water gets into

(Continued on page 42.)

## Do You Know?

How are your hogs cutting out, Mr. Packer?

Do you **know**, or do you merely guess—and hope you are coming out all right?

Under present conditions, the wise packer will make a test of his hogs **every day**. Overhead has a bad habit of eating up all the profits unless you watch it closely.

By using THE NATIONAL PROVISIONER'S Short Form Hog Test, you will **know** how you stand. Fill it out with your own figures and see where you come out!

Know what you are doing, and dodge the "pawnbroker"!



## Out-of-Season Buying Makes Meat Seem High

That it is out-of-season buying to a great extent which makes meat seem an expensive food, is one of the conclusions drawn from a study of competition between meats, made by Edward N. Wentworth and Tage U. Ellinger of Armour's Livestock Bureau.

The study was made by comparing trends and variations in relative values. The price of 100 pounds of beef was used as the measure of the amount of different kinds of meat this would purchase over a period of thirty-three years, from 1890 to 1923, inclusive, as illustrated in Chart I.

### Hams and Short Clear Sides vs Beef.

In this period, the report of the study says, "hams and short clear sides have increased in value relative to beef—in other words, for the price of a hundred pounds of beef, fewer pounds of these meats could be purchased in recent years than three decades ago."

The two shorter curves for lamb and pork loins show that both of these products increase in relative value—lamb to such an extent that in 1923 it was the most expensive of all meats.

In 1917, when America entered the war, the spread in value on the different meats was almost eliminated. Since then, the pre-war trends have been continued but the effect of the abnormal conditions in the hog market in 1923 is noticeable, as pork products that year suffered a considerable decline in relative value.

### Public Wants Milder Cure.

Short clear sides, after the war, constitute an exception to the regularity of the trend in pork values, since they have decreased almost uniformly in relative cost, while ham and loin values have been increasing. This is probably an expression of the fact that the demand for the old-fashioned pork provisions is diminishing in

recent years, as the buying public has developed a taste for milder cured products.

A more detailed study covering the last

smoked hams, 10 to 12 pounds, good grade lamb and mutton, all at eastern markets. The data were treated in the same way as the study covering the longer period.

In this study covering the shorter period, it was found that there was an extraordinary regularity in the relationship of

## POUNDS OF PORK WHICH THE PRICE OF 100 LBS. BEEF WILL PURCHASE.

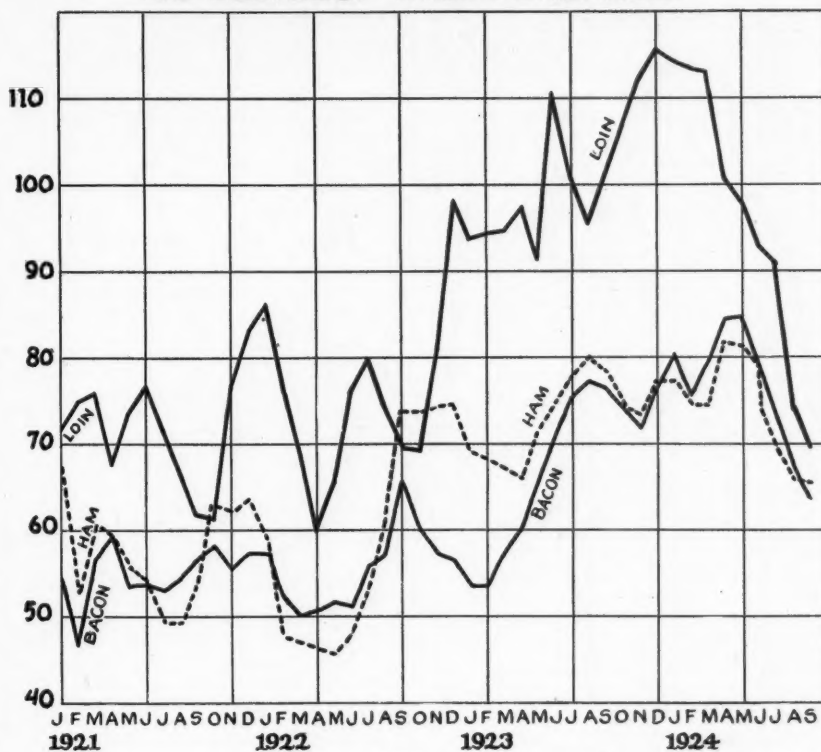


CHART II.

four years was also made. This includes seasonal variations, and is based on good grade beef and veal carcasses, fresh pork loins 10 to 14 pounds, breakfast bacon,

beef and veal quotations. "In the months of January and February, veal is relatively expensive. Throughout the early spring, (Continued on page 40.)

## POUNDS OF VARIOUS MEATS WHICH 100 POUNDS OF BEEF WOULD PURCHASE—1890-1923

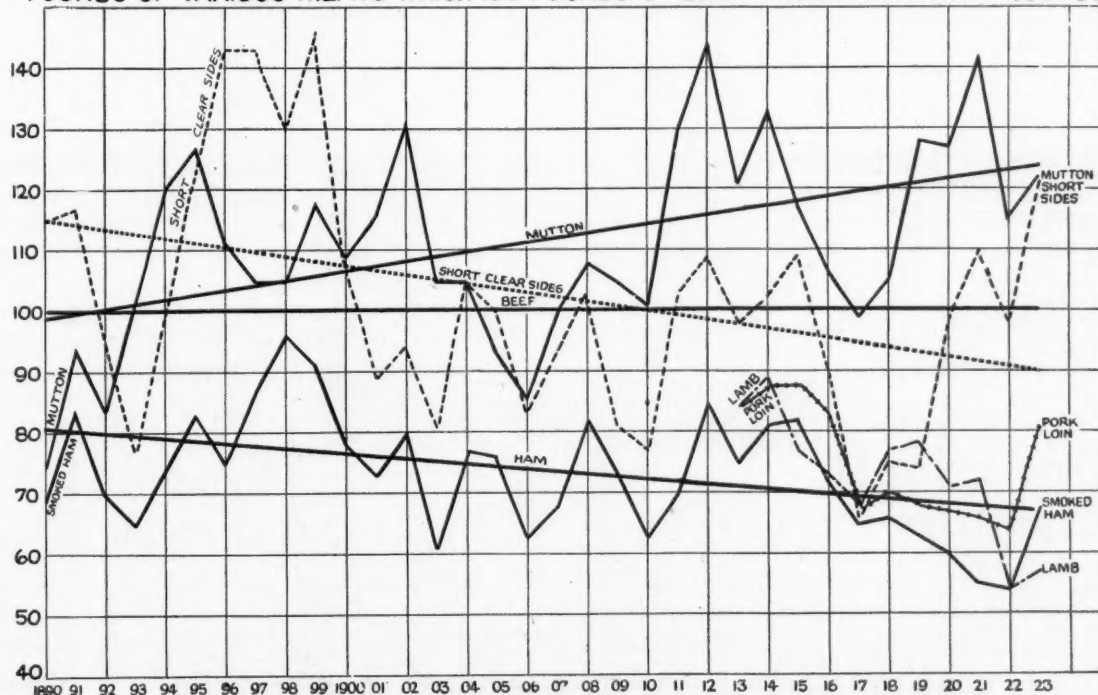


CHART I.

### MEAT CLASS GRADUATES.

A great deal of interest has been shown by this class throughout the year, and much credit is due the Hull & Dillon Packing Co. for its active and wholehearted co-operation in the program of the Institute of Meat Packing.

A first class dinner was served, after which the program, in charge of President Lewis Hull, was begun.

The certificates were presented by Prof. J. A. Yates, instructor in charge of the course. Members of the class receiving diplomas were:

Elmer Clark, Frank Clark, Howard George, Ben Gerwert, Victor Gerwert, Howard Greenwood, Ed. Henneberry, William Howard, Walter Hybke, Scott Kennedy, Sinclair Lewis, Lloyd Patrick, William Pumphrey, Robert Renn, Charles Shelton, Gene Skinner, Harley Smith, Orvol Spence, Arva Stone, William Stelle, Wayne Van Deventer and Earl Waymire.

A class of 22 students of packinghouse practice was graduated from the Kansas State Teachers College, Pittsburgh, Kans., on April 4. The graduating exercises took the form of a dinner and program given by the Hull & Dillon Packing Co., who have directly sponsored the class.

E. D. Henneberry, of the Hull & Dillon Packing Co., and Dr. William Howard, a meat inspector, paid tribute to the course as outlined and given with such good results during the year, and to the enthusiasm and hard work of the students. Dr. W. A. Brandenburg, president of Teachers College, talked on the possibilities of training in packinghouse practice and the necessity for such training for packer employees of the future.

### TRADE GLEANINGS.

A new abattoir is being constructed in Sweetwater, Tex., by Wade Brothers.

Swainsboro Fertilizer Company's plant in Swainsboro, Ga., was recently destroyed by fire.

The municipal abattoir in Beaumont, Tex., is being remodeled and re-equipped at a cost of around \$4,000.

Dawson Oil Mills Company, Dawson, Tex., plans to erect a new seed house and an addition to its cottonseed oil mill.

Canadian Vegetable Oil Co., Ltd., has been incorporated in Vancouver, B. C., and plans to construct and operate a copra crushing mill there.

Harris Abattoir Company, Ltd., Toronto, Canada, has let contract for the erection of a new plant in Winnipeg, Canada. Cost will be around \$400,000.

It is said that plans are being considered by the Albia Commercial Club for refinancing the Albia Packing Company, Albia, Ia. The plant was closed some time ago.

Spencer Kellogg & Sons are reported to be building a cottonseed oil mill and refinery at Montreal, Canada. It is claimed

that the new mill will be the largest one in North America.

Harry Manaster & Brother, wholesale meat dealers, 37th and Morgan streets, Chicago, are building an addition to their plant covering approximately 13,000 square feet of floor space.

A new meat packing company is to be organized in Baxter Springs, Kans., by H. D. Rex, H. K. Evans and H. C. Pumphrey. It is planned to erect a \$30,000 packing plant there.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

of The National Provisioner, published weekly at Chicago, Illinois, for April 1, 1925.

State of Illinois, County of Cook, ss. Before me, a notary public in and for the state and county aforesaid, personally appeared Paul I. Aldrich, who, having been duly sworn according to law, deposes and says that he is the Vice-President of The National Provisioner, Inc., and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations.

1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.

Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Managing Editor, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

Business Manager, Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

2. That the owners are The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill.; Estate of J. H. Senner, 15 Park Row, New York, N. Y.; Estate of Julius A. May, 15 Park Row, New York, N. Y.; Estate of Geo. L. McCarthy, 15 Park Row, New York, N. Y.; Hubert Cillis, 15 Park Row, New York, N. Y.; Paul I. Aldrich, 407 S. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: That there are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation, has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

PAUL I. ALDRICH,

Vice Pres.

Sworn to and subscribed before me this 27th day of March, 1925.

JULIE V. BAHR.

(My commission expires August 17, 1927.)

## They All Read It!

In a recent issue of THE NATIONAL PROVISIONER appeared personal reminiscences of 50 years in the meat industry written by Charles G. Schmidt, president of the Cincinnati Butchers' Supply Company, and popularly known in the trade as "The Boss."

Following publication Mr. Schmidt was flooded with letters of congratulation. Here is what he says about it:

Cincinnati, O., April 2.

Editor THE NATIONAL PROVISIONER:

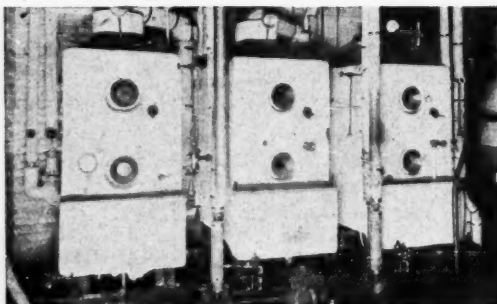
The many congratulations and good wishes received from readers of my reminiscences, which appeared in your issue of March 21, for which I am very grateful, prove that THE NATIONAL PROVISIONER is carefully read and that the valuable information that it contains is appreciated.

The Cincinnati Butchers' Supply Company has for many years found it the best medium to bring its "Boss" machines prominently to the attention of the packers.

Successful advertising requires pointing out the merits of the products in such a manner that they are plainly understood and recognized by the users.

Respectfully yours,  
CHARLES G. SCHMIDT.

Recognized  
Standard  
for Animal  
By-Product  
Liquors



Swenson Triple Effect Horizontal Tube Type Evaporator for Beef Extract.

SWENSON EVAPORATOR CO.

(Subsidiary of Whiting Corporation)

Main Office and Works: Harvey, Ill., (Chicago Suburb)

Sales Offices in New York, Chicago, Buffalo, Pittsburgh, Cleveland, Detroit, Birmingham and San Francisco

Our Experiment Station at Ann Arbor

is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Budger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

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Over 35 Years  
Experience  
Solving  
Evaporator  
Problems

## THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American  
Meat Packers

Published Weekly by  
**The National Provisioner, Inc.**

(Incorporated Under the Laws of the State of  
New York)  
at the Old Colony Building, 407 So. Dearborn  
St., Chicago

Eastern Office, 15 Park Row, New York.

OTTO V. SCHRENK, President.

PAUL I. ALDRICH, Vice-President.

HUBERT CILLIS, Secretary and Treasurer.

PAUL I. ALDRICH, Editor and Manager.

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Telephone Barclay 6770.

Money due THE NATIONAL PROVISIONER should  
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United States .....	\$3.00
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### Is Your Paper Late?

THE NATIONAL PROVISIONER is put on  
mail trains in Chicago every Saturday be-  
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promptly.

*If there is any delay, please save the  
wrapper, mark on it the hour of delivery  
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This will aid us in obtaining proper  
service for you from the Post Office.

### Unfair Tactics

Legislators in many states are showing  
their breadth of understanding and their  
disposition to play fair with legitimate  
industry by throwing out bills and motions  
to hamper or prevent the sale of margarine  
within their states.

In certain other states the vision is not  
so broad. Iowa, one of the greatest pro-  
ducers of prime beef cattle, is considering  
a measure to prevent the sale of margarine.  
Yet one of the principal by-products of  
the steer is the fat from which oleo oil is  
made.

Montana, another of the important cat-  
tle raising states, has placed on its statute  
books a measure imposing heavy licenses  
on dealers handling margarine.

Discrimination against one industry in  
favor of another within the state is  
marked in cases similar to that of Mon-  
tana, but most unfair of all is the added  
burden placed on consumers. Many per-  
sons can not pay the price of good butter,  
and their taste rebels at the unpalatability  
of poor butter.

An inexpensive, tasty, pure and health-  
ful food product is furnished in the form  
of margarine, but it is forced out of the  
reach of consumers in some states by un-  
fair legislation. The position of the dairy  
industry is an arbitrary one. It is a case  
of eat their product, be it good or bad,  
or do without.

Representatives of the cotton states  
have been more active in their fight  
against unfair methods of this kind than  
have representatives of beef cattle pro-  
ducing sections.

Cotton oil is perhaps a more valuable  
by-product of cotton growing than oleo oil  
is of beef cattle production. But the cat-  
tle men and their legislative representa-  
tives can well keep an eye on the situation  
and watch every blow, either direct or in-  
direct, aimed at the beef industry.

The dairy industry exacts a heavy toll  
from the beef industry in the meat trade  
and in turn is unwilling to give even this  
small advantage in the outlet for prime  
beef fat.

The butterfat producers should be will-  
ing to let their product stand on its merits.  
Margarine can do the same. The public  
can choose. There is no need for legis-  
lation to promote or prevent the sale of  
either product.

The only place legislation is needed is  
to insure purity. This is taken care of in  
the oleomargarine industry. Can as much  
be said for the butter industry?

### Can't Pry into Books

Another evidence of sacred regard of the  
courts for the private accounts of a firm  
or business has been given in a recent  
decision of the U. S. Supreme Court, in  
which it was held that the Federal Trade  
Commission has no power to inspect the  
accounts of companies under investigation  
by it.

This will limit materially the activities  
of the commission, some of which have  
been particularly offensive to business in  
the past.

Rightly administered, the Federal Trade  
Commission should be of great assistance  
to business. As it has operated in the past  
it has been little more than a hindrance,  
seeking by destructive rather than con-  
structive methods to bring business under  
the rule of bureaucracy.

The more judicial minds have had op-  
portunity to pass on the activities of this  
agency of government the more its wings  
have been clipped.

It is needless to say that the packing  
industry could attend the burial of many  
practices of the commission without shed-  
ding a tear. This is one industry to which  
the commission has given no constructive  
assistance.

### A Question for Packers

Does a price cutting policy ever bring  
permanent advancement to any organiza-  
tion?

Is a day-to-day policy of right selling  
the one of greatest advantage?

Do executives think along broad perma-  
nent basic lines, or is their vision narrow  
and limited solely to current business?

These are questions that naturally arise  
in viewing what appear on the surface  
to be the sales policies of the many busi-  
nesses making up an industry.

The price cutter is perhaps the blackest  
sheep in the right selling fold. In the  
course of a year's business he has lots of  
fun and handles large volume. But what  
does it profit him?

The trade eventually becomes suspicious  
of the product of the price cutter, know-  
ing that he can not continue to give qual-  
ity and cut price at the same time. Even-  
tually it departs from him.

The one-price packer gains the con-  
fidence of his trade and is not injured by  
the tactics of his price-cutting competitor.  
While he recognizes the necessity of vol-  
ume he does not get it at any price. He  
turns from the vicious circle of wrong  
buying and wrong selling. He sells at  
a profit or he does not sell.

Of course, complete cooperation must  
prevail between the buying and selling  
ends of the business where such a policy  
is carried out.

The successful executive in the packing  
industry is an economist, whether he  
knows it or not. His economic deduc-  
tions are not confined to his business but  
to the source of his raw product and to  
the huge field furnishing the outlet for  
his finished product.

Unless he is informed, the head of a  
business shoots in the dark. He can not  
merchandise and he does not know why.  
He does not see beyond the walls of his  
own plant or outside of his own selling  
organization. Such a packer is treading  
dangerous ground for he does not know  
where the pitfalls are.

Inform yourself, Mr. Packer, by every  
means at your disposal. Then "sell  
right" principles will be much less diffi-  
cult to follow.



# PRACTICAL POINTS FOR THE TRADE

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## Points on Cooking Hams

A reader of THE NATIONAL PROVISIONER in New Zealand wants some information on temperatures for holding hams. He says:

Editor The National Provisioner:

We have carefully followed instructions which have been appearing in your valued periodical from time to time, and particularly appreciate the information given recently in regard to holding hams in containers for a period of 24 hours, and then for a further period in the chilling room.

We would much appreciate it if you could give us any information in regard to the temperature at which the hams should be cooked in the containers and the length of time in cooking.

Is there any way in which the color of the ham can be improved in the cooking?

The writer has been a reader of THE NATIONAL PROVISIONER for over 20 years, and much appreciates the information given.

In answer to inquirer's question as to the temperature for cooking S. P. hams, 28 minutes per pound at a temperature of 160 deg. Fahr. is very satisfactory for a commercially-cooked ham.

**Cooking Schedules.**—In order to obtain a uniform cooking shrinkage, the hams should be averaged for weight before pressing, and cooked accordingly.

For instance, sort out all the 12-pound average hams; then the 11½ pound average, and then the 11-pound average.

Put in the 12-pound hams and cook them for the specified time of 28 minutes; then add the 11½-pound average hams and allow them to cook for 28 minutes, lastly adding the 11-pound hams. The cooking time should be based exactly at 28 minutes per pound, which insures an even cook on the entire lot, and prevents a possibility of the light hams being over-cooked, as would be the case if all weights were thrown into the vat promiscuously and cooked the same length of time at the same temperature.

The cooking of hams varies according to trade demands. A certain class of trade in some sections of the country demands a well-cooked ham, while in many other territories a commercially-cooked ham will serve the purpose.

**Cooking Shrinkage.**—Considering the extremely high prices which have been obtained for S. P. boiling hams, and the fact that this commodity is expected to seek higher levels, the supervision of cooking shrinkage is of more importance this year than for many years past. This is for the reason that 2 per cent excessive shrinkage, even at the present time represents loss of a very handsome profit on the product. Hence it is felt that cooking shrinkages should be a subject of serious thought and consideration to every producer of boiled hams.

According to inquirer's statement in the first paragraph, he has advance information through THE NATIONAL PROVISIONER in regard to holding hams in containers for a period of 24 hours and then for the chilling period in the chill room before wrapping and packing.

**To Get Good Color.**—The inquirer would like to know if there is any way in which

the color of the ham can be improved in the cooking. To begin with, the hams selected for boiling purposes must be thoroughly chilled and properly handled through curing processes.

It is bad practice to cook hams under cured age, for the reason that the finished product when cut will show discoloration in the center of the ham. On the other hand, if they are beyond cured age, the hams are unsatisfactory in many ways. It affects the flavor, cooking shrinkage and binding qualities of the ham.

It is true that the temperature in cooking has a tendency to stimulate curing ingredients used in the ham, and develops a better and more lasting inside color on hams that have been properly handled and used strictly at cured age. But, if the hams are not right when going into cook, then the change taking place in the cooking process is merely a flash in the pan, as hams that are improperly handled will not maintain their color.

**EDITOR'S NOTE.**—Detailed directions for cooking hams have been published on these pages of THE NATIONAL PROVISIONER on several occasions. Readers should watch these pages and preserve such information.]

*What losses occur through careless cutting of the hog carcass, and how can they be avoided? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

## Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of the standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.  
Please send me copy of formula and directions for "Curing S. P. Meats."

Name .....

Street .....

City .....

## Quoting S. P. Hams

The method of quoting hams in THE NATIONAL PROVISIONER DAILY MARKET SERVICE is not clear to a Mid-east packer. He says:

Editor The National Provisioner:

You quote three prices on S. P. hams in the DAILY MARKET SERVICE, as follows:

Regular S. P. hams .....16/18  
S. P. boiling hams, house run.....16/18  
S. P. boiling hams, select.....16/18  
With us a 16/18 S. P. ham is a boiling ham. What is the difference in the three classifications?

In the DAILY MARKET SERVICE quotations on S. P. Regulars and S. P. Boiling Hams, it has been deemed advisable to quote from 8@10 to 18@20 averages as regular stock, meaning no special selection for fat—or in other words, regular cutting-floor run.

In quotations covering S. P. Boiling Hams, the DAILY MARKET SERVICE lists house-run and select. In the house-run, there is some choice of selection over the similar averages in the S. P. regular stocks. Rough skinned hams are thrown out and boiling hams are shipped strictly at cured age.

In regard to the selected S. P. boilers, there is a certain trade that demands hams with not to exceed 2¼ inches of fat, smooth, clean-skinned and strictly a boiling cure, with practically no pumping other than in the shank and blood vein.

Reference is made to the S. P. regular stocks which are not pulled at cured age, and are allowed to remain in pickle 10 or 15 days beyond cured age. They are not as desirable for cooking purposes as if they were pulled strictly at cured age. For this reason, if the sweet-pickled regular hams were all quoted under one column, there would be a very wide fluctuation in selling prices, according to age and quality.

The spread between the select and house-run under the S. P. Boiling Hams may appear to be rather strong, but the particular handling necessary from the cutting floor throughout the curing processes and other rigid inspection as to fat limits, accounts for the premium.

Any packer can readily realize, where they are taking the "cream" out of the stock and leaving the "skim-milk," that even though they get a premium on the selects, this increases the fat limits very materially on the balance of the stock, considering the number of throw-outs necessary to comply with fat limits and specifications on what is called the New York trim and selection.

## ARMOUR-MORRIS HEARING.

Closing arguments in the Armour-Morris purchase hearing were held this week before Secretary of Agriculture Wm. M. Jardine in Washington. Walter L. Fisher represented the U. S. Department of Agriculture, and Alfred S. Austrian represented the packers.

At the close of the arguments late in the week, Secretary Jardine took the case under advisement.

## Points on Lard Refining

(Written for The National Provisioner by  
John W. Hall.)

The approved bleaching agent for a number of years has been fuller's earth, and as so far there is no simpler or better method, the problem resolves itself into the best way to accomplish the most favorable results from a color and keeping standpoint.

It is well-known that fuller's earth has an oxidizing effect, and if not carefully used will start lard on its way to rancidity in short order. It is not generally known that the action of fuller's earth is purely mechanical, it having the property of entangling or enmeshing the color contained in fats and oils. When this is understood, the problem is simplified.

The practice in general use has been to keep earth in contact with lard for ten to fifteen minutes in the clay kettle with air or mechanical agitation—the latter is preferable, in fact essential.

The big mistake is this time contact. The ideal way is to pre-determine approximate amount of earth necessary to bleach a stated quantity.

### Must Be Bleached Quickly.

As an illustration, suppose 20,000 lbs. is to be treated. If one-half of 1 per cent or one-fourth of 1 per cent is considered the correct amount required, then pump, say 2,000 lbs. of lard into the treating kettle. Be sure lard is absolutely dry, and not over 160 degrees Fahr. Add to the 2,000 lbs. the 50 or 100 lbs. of clay, and immediately start pumping to filter press.

You now have a charged filter, and the remaining 18,000 lbs. can be pumped through the press and only be in contact with the earth during the brief interval the pump takes to drive lard through it.

Speed is the factor. The writer used to crowd 100,000 lbs. through two 36 by 36 presses hooked up together with a big duplex pump in the short time of 20 to 25 minutes.

### How to Hold Flavor.

You now have a refined lard of a fairly decent flavor; but to make it the "best ever," add 15 to 25 percent of straight prime steam lard to the treated lard, and you have immediately built back a large part of the flavor lost by the use of fuller's earth, and have enhanced the keeping quality at least 50 per cent and probably 100 per cent.

As a cold matter of fact, lard should not be treated in any way. The most successful baking concern in the world uses straight prime steam lard. However, custom is a strict task-master, and it would be impossible to educate the public to use an unbleached lard.

The suggestion is offered that this process be given a trial, and not adopted until the user has satisfied himself that it's the only way. In other words, I give you this for what its worth—you to decide if it fits your purpose.

The more ideal method would be to treat lard under a vacuum, but believe the

## Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallows and Greases.

Name .....

Street .....

City .....

Enclosed find 2 cent stamp.

method outlined will be sufficient for the average requirements.

### HOG CUTTING POINTERS.

(Continued from page 20.)

a note made of the number of shoulder stuck hogs. This can be used for reference and a check on the sticker. His work should improve under this method. Badly shoulder stuck picnics should be boned.

Care should be used in facing the picnic, not to remove more than is necessary to give a good butt when coming out of smoke. Picnics for fresh sale are not so particular, unless going to a house that intends using for cure.

If making clear boneless butts, care should be taken to get a full yield by instructing the butt pullers to drop down and get the meat close to the blade bone. Clear butts should run about 50 per cent of the Boston butt.

*In these two articles the writer has dealt with points that are vitally necessary to successful operation.*

*Every point has been taken from some packing plant.*

*If the foreman in charge of the killing and cutting floor will make a check of his own floor, he will recognize some of the things.*

*As a last caution, get your order in the mails for a copy of "The Packers' Encyclopedia" and try out some of the tests. Convince yourself and make money.*

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**Frederick Briggs**, Washington, D. C. For chipped beef, dried beef, ham, lunch meat, pork sliced or in bulk, lunch roll, corned beef, canned corned beef, sausage, etc. Trade Mark: consists of the words Briggs Miracle Brand Dried Beef, Ham, Bacon, Bacon and Bakun Natures Own Flavor arranged in an oval. Application serial No. 207,550. Claims use since Dec. 3, 1924.

**G. H. Hamond Company**, Chicago. For sausage. Trade Mark: HECLA. Application serial No. 204,768. Claims use since May, 1912.

**The Baltimore Butterine Company**, Baltimore, Md. For a vegetable compound for cooking and baking. Trade Mark: NU-INE. Application serial No. 208,500. Claims use since January 14, 1925.

### NOT SUBJECT TO OPPOSITION.

**Neuhoff Packing Company**, Nashville, Ten. For ham. Trade Mark: HAMP-

**HAMPSHIRE**

SHIRE. Application serial No. 196,943. Claims use since Jan. 1, 1914.

**Chicago Sausage and Provision Company, Inc.**, New York City. For sausage, ham and bacon. Trade Mark: SOCIETY. Application serial No. 196,973. Claims use since January 10, 1924.

**Omaha Packing Company**, Chicago. For sausage. Trade Mark: HANOVER. Application serial No. 196,763. Claims use since March 16, 1920.

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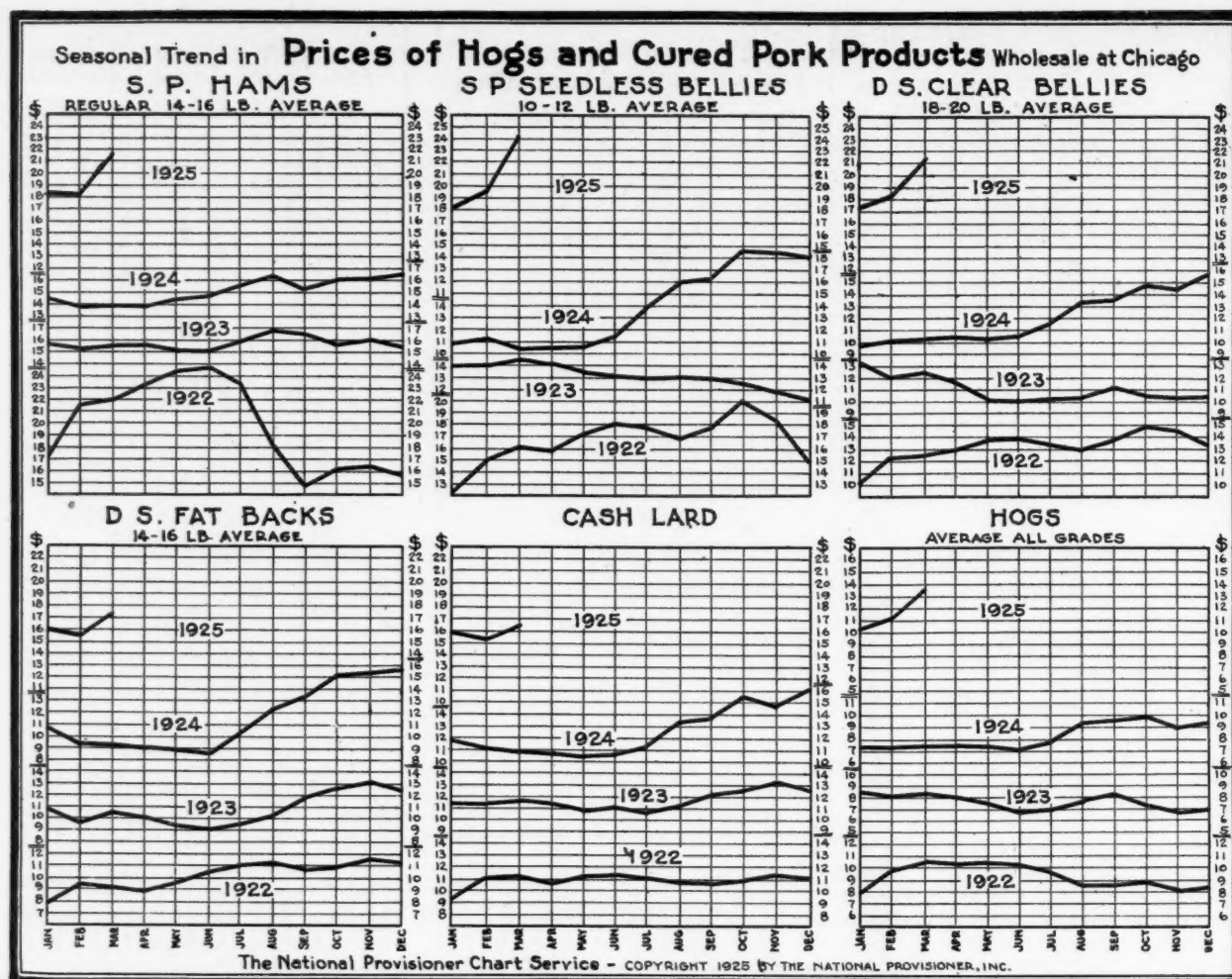
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This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the price trends of cured pork products and live hogs for the first three months of 1925. Trends for the same products in the three years previous are also shown, for comparative purposes.

The price trends of hams, bellies and fat backs so far in 1925 find no precedent in the three years preceding. S. P. hams and bellies were active during the month, with product following the advance in live hogs. The rise was not high enough to show a cutting profit, but the ratio was closer than it has been in a long time. This situation was stimulated in part by an increase in foreign demand for boxed meats during March which, however, was of only short duration.

The accumulation of D. S. clear bellies was much lighter than during the corresponding period of recent years, due to the size and character of the hog runs. The Southern demand was sufficient to absorb the production from many points and holders of large stocks found little active competition for their product. The present situation indicates a strong position for this product, with a good many packers on the buying side.

Fat backs showed a slight upward trend, having been purchased in large quantities because they were so cheap and with the prospect of better prices in view of the light hog runs. An upward trend in price has not yet been realized on the re-sale of the product.

Lard has shown only a very slight upward tendency. There has been a decided lack of buying for export. Consignment stocks have met with sharp competition abroad from Continental lard. Notwithstanding the continuous light hog runs, stocks of lard have shown only slight decreases. The prospects appear to indicate that present stocks will be carried in large measure through the dull buying months and may even be increased, and that a proper realization price on this product is still some months in the future.

Hog runs continue small but ample for consumptive demand so far. Product prices have held stubbornly to the lower levels and buyers have shown little disposition toward active trading. With the opening of farm work and the present price of corn, farmers may feel that they can well hold their hogs for the summer market. If this is true, it is possible that the runs later will show increases rather than decreases over those of the past month.

#### BELGIAN PROVISION MARKET.

Since the demand for lard on the Antwerp, Belgium, market remains poor, stocks continue relatively light. Holdings of dry salt meats are practically exhausted and there was also a very poor demand for these cuts during the week ending April 4. Pickled picnic stocks are also light and the demand fair, says Trade Commissioner E. C. Squire in his weekly

cable to the U. S. Department of Commerce.

#### BRITISH PROVISION MARKET.

Some improvement has been noticed on the Liverpool, England, provision market for the week ending April 4, 1925, according to the weekly cable of Trade Commissioner E. C. Squire to the U. S. Department of Commerce. Stocks of hams

moved up, and prices ranged from 102@108s per cwt.

Other prices were as follows: Cumberlands, 92@98s per cwt.; Wilshires, 96@102s per cwt.; bellies, 112@118s per cwt.; picnics, 70@74s per cwt.; lard, 86@87s per cwt.; Danish bacon, 117@122s per cwt.

The lard market was quiet. Danish bacon was rather steady during the week under review.



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Hog Prices Firm—Receipts Moderate—Product Steady—Distribution Good—Western Shipments Liberal.

There has been no important change in the pork product market the past week, prices showing a fairly sustained level of values, with a steady to firm market in hogs. After some decline, hog prices rallied, and receipts at western points are not burdensome.

This factor in the movement is making for persistent confidence, particularly as the hog packing for the season so far is showing a decrease of an average of a little over 200,000 hogs a week, compared with last year, or approximately 900,000 a month. This decrease in the movement of hogs is bringing the situation closer and closer before the trade, and it now appears to be generally accepted that the Government figures of the hog supply in prospect are approximately correct.

### Corn-Hog Ratio Favorable.

The corn-hog ratio is so favorable now that there appears to be evidence that every effort is being made to market corn on the hoof. The spread between hogs and contract corn at the low point was about 35c a bushel and on the lower grades even more. With the rally in corn the past few days the conditions have been narrowed moderately, but there is still a wide profit in feeding operations. This is expected to result in a holding back of the corn movement in the country and a feeding operation wherever it is possible to obtain livestock.

The distribution of product from western packing centers is excellent. Chicago shipments last week were 35,000,000 lbs. of fresh meats, nearly 15,000,000 lbs. of cut meats, but there was a rather disappointing movement of lard only 6,665,000 lbs. The question of the shipments of lard seem to be influenced to some extent by the apparent pause in the export movement.

Shipments of lard for export the past week were 6,647,000 against 14,005,000 last year, while the meat shipments were just the same as last year.

### Export Movement Declines.

The falling off in the total export movement of meats and lard is quite important and must be taken into consideration very carefully in the estimates of the supplies available for the trade. A decrease of 1,000,000 hogs a month in the packing would indicate a falling off of product at the rate of approximately 135,000,000 lbs. of meats and about 35,000,000 lbs. of lard compared with last year.

This is a very serious decrease in the total, and yet the decrease in the lard exports so far this season compared with last seems to be running very nearly at this rate. The question of the domestic distribution is the important one, as is one as to whether the low price of oil will restrict the domestic trade in lard

to a point which will create a burdensome stock to be disposed of.

In the position of meats there would appear to be an absence of substitutes. The beef and mutton supply is apparently not large enough to make up for the decrease in the pork production. If the hog movement continues at the present rate it would appear to mean a decrease in total meat supplies of the country, which can only be equalized by a decrease in exports or a decrease in home consumption. Latest investigations of the latter do not seem to indicate any falling off.

### Rainfall Question Serious.

Reports from the country indicate a rather early season and so far there have been no bad storms to create any serious difficulties in the livestock interest. The serious thing, however, appears to be the question of rainfall in the west, far northwest and southwest, the effect on the ranges, and the question of the feed supply.

The reports on the early grain crops are certainly most unfavorable for wheat, and estimates of the possible outturn are from 75,000,000 to 100,000,000 bu. less than last year on winter wheat, an important portion of the loss being due to dry weather. The early season, however, is resulting in rapid progress with spring work in preparation and planting of corn

in southern sections and preparation of ground in planting smaller grains in the central and northern sections.

High prices for all cuts of meats are becoming a serious factor in the situation. The advance has been radical from the low point of the season.

### Product Prices Have Advanced.

Compared with mid-November when hog prices were at the low point, the advance in the price of meats has been fully in keeping with the advance in hogs. Hogs advanced from about 8¼c to the recent average of about 13¼c. Hams have advanced about 7c a pound or 50 per cent, bellies nearly 8c a pound, pork loins about 8c a pound and miscellaneous cuts from 3 to 7c a pound. Pickled meats have advanced fully as much as the green meats, but is a rather interesting fact, that the gain in dry salted meats has been less than in the other cuts.

While stocks of product are fairly liberal, particularly lard, there seems to be no special apprehension over the situation, with the packing situation facing the smaller hog movement, and no evidence of any increase in the movement of competing livestock.

With the natural decrease in summer packing compared with winter packing, increased by the actual decrease in the movement of hogs compared with last year, the trade is facing a condition where, in addition to the normal decrease in stocks of products which goes on for the next few months, there will be the added uncertainty of a further decrease from the actual movement of hogs, with uncertainty as to how the movement of the safety valve of prices will affect the consumption.

Hog slaughterings in the west for the week ending April 4 were placed at 395,000 against 578,000 last week, and 762,000 last year. For the season to date totaled 2,738,000 compared with 4,026,000 last year.

PORK—The market was dull but firm in the east with mess New York \$41.50 nominal; family, \$40@43, and fat backs \$38@44. At Chicago demand was quiet; mess quoted at \$39.

LARD—The market was easier with domestic trade fair; export demand poor. At New York prime western was quoted at 16.65@16.75c; middle western, 16.50@16.60c; city, 16¼c; refined continent, 17¼c; South America, 18¼c; Brazil kegs, 19¼c; compound, 13¼c.

At Chicago regular lard in round lots was quoted at May price, loose lard .37½ under May, and leaf lard .45 under May.

BEEF—The market was quiet with demand fairly good. At New York mess quoted \$18@19; packet, \$18@19; family, \$21@23; extra India mess, \$34@35; No. 1 canned corn beef, \$2.75; No. 2 6-lb., \$17.50; pickled tongues, \$55@65 nominal.

SEE PAGE 35 FOR LATER MARKETS.

### CANNED MEATS EXPORTS.

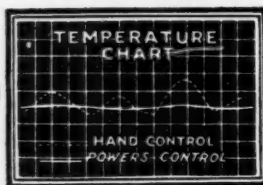
Exports of canned meats from the United States during February, 1925, with comparisons, are reported as follows:

	Week ending			
	Apr. 4, 1925	Mar. 28, 1925	Mar. 21, 1925	to Mar. 28, '25
	M lbs.	M lbs.	M lbs.	M lbs.
<b>Hams and Shoulders, Including Wiltshires.</b>				
Total	3,059	1,134	3,144	205,336
To Belgium	.....	.....	.....	9,504
Germany	.....	.....	.....	672
Netherlands	.....	.....	.....	2,084
United Kingdom	2,562	885	2,311	167,381
Other Europe	.....	.....	.....	2,671
Canada	128	81	222	5,206
Cuba	347	143	374	11,915
Other countries	3	25	37	5,384
<b>Bacon, Including Cumberlands.</b>				
Total	.....	9,152	5,526	203,679
To Belgium	.....	152	58	6,756
Germany	100	275	541	21,914
Netherlands	.....	12	110	7,827
United Kingdom	756	8,004	4,151	115,203
Other Europe	20	758	505	28,031
Canada	103	30	.....	2,535
Cuba	8	13	109	19,946
Other countries	.....	2	11	2,773
<b>Lard.</b>				
Total	6,353	11,876	12,940	612,392
To Belgium	70	123	.....	19,364
Germany	706	3,149	6,234	206,422
Netherlands	266	1,518	1,027	45,621
United Kingdom	2,385	3,907	3,124	153,652
Other Europe	697	1,061	784	68,312
Canada	102	.....	.....	6,688
Cuba	1,582	1,668	1,061	65,412
Other countries	455	450	690	43,921
<b>Pickled Pork.</b>				
Total	104	295	215	20,012
To Belgium	.....	.....	.....	193
Germany	.....	13	.....	442
Netherlands	.....	.....	37	2,623
United Kingdom	4	77	120	10,232
Other Europe	.....	.....	.....	4,068
Canada	20	44	139	1,291
Cuba	30	.....	1	2,261
Other countries	50	41	28	7,953

WEEK ENDING APRIL 4, 1925.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Boston	.....	3	16	.....
Detroit	715	328	231	.....
Port Huron	.....	.....	.....	20
Key West	346	65	1,226	.....
New Orleans	29	8	648	80
New York	20	3,336	3,461	4
Philadelphia	.....	.....	96	.....
Portland, Maine	1,955	363	675	.....

	Feb. 1925.	Feb. 1924.
Total canned meats, lbs.	1,837,907	2,008,924
Beef, canned, lbs.	172,494	105,061
Sausage, canned, lbs.	445,812	410,283
	Eight Mo. Ending	Eight Mo. Ending
Total canned meats, lbs.	8,704,628	10,853,581
Beef, canned, lbs.	631,770	1,127,433
Sausage, canned, lbs.	2,486,651	2,013,834



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#### NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Saturday, April 4, 1925, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,148	12,994	9,864	13,993
New York .....	1,133	3,127	13,053	3,919
Central Union .....	4,083	2,064	107	20,535
Total .....	9,364	18,215	23,684	38,447
Previous week .....	9,114	16,171	24,573	30,051
Two weeks ago .....	8,708	13,597	21,243	27,531

## Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for January, 1925, with comparisons, are compiled by the U. S. Bureau of Agricultural Economics as follows:

#### CATTLE, CALVES, BEEF AND VEAL.

	3-year average <sup>1</sup>	1924	1925	3-year average <sup>1</sup>	1924
Inspected slaughter:					
Cattle .....	733,027	812,459	855,179	9,144,496	9,593,076
Calves .....	337,576	372,859	394,453	4,538,974	4,935,080
Carcasses condemned:					
Cattle, lbs. ....	0.256	7.727	8.538	78.582	89,271
Calves, lbs. ....	1.251	1.469	1.091	12.345	12,566
Average live weight:					
Cattle, lbs. ....	988.42	965.94	974.82	961.22	949.04
Calves, lbs. ....	169.72	176.80	176.38	173.10	173.78
Average dressed weight:					
Cattle, lbs. ....	532.22	513.53	520.08	518.19	509.10
Calves, lbs. ....	98.00	103.74	101.34	98.27	101.26
Total dressed weight (carcass, not including condemned) <sup>4</sup>					
Beef, lbs. ....	385,650,846	413,254,024	440,829,036	4,096,148,344	4,829,473,655
Veal, lbs. ....	33,180,315	38,527,909	39,863,305	445,079,034	498,587,806
Storage:					
Beginning of month—					
Fresh beef and veal, lbs. ....	81,095,000	82,984,080	114,034,000	51,529,000	54,107,000
Cured beef, lbs. ....	21,119,000	22,593,000	28,930,000	21,496,000	22,490,000
End of month—					
Fresh beef and veal, lbs. ....	70,913,000	70,944,000	111,870,000	52,794,000	56,094,000
Cured beef, lbs. ....	21,442,000	22,711,000	28,796,000	21,849,000	23,018,000
Exports: <sup>5</sup>					
Fresh beef and veal, lbs. ....	388,604	298,151	370,497	3,397,264	2,792,221
Cured beef, lbs. ....	1,390,056	1,300,598	1,467,188	23,724,945	21,922,060
Canned beef, lbs. ....	221,364	840,737	122,746	1,928,224	1,500,620
Oleo oil and stearine, lbs. ....	7,638,950	7,002,579	8,870,018	111,016,683	105,955,232
Tallow, lbs. ....	1,635,042	1,659,824	1,185,116	33,488,955	33,961,646
Imports:					
Fresh beef and veal, lbs. ....	866,867	1,065,003	591,848	24,718,199	18,104,478
Receipts, cattle and calves <sup>6</sup> .....	1,797,550	1,888,022	1,868,607	23,374,838	23,095,397
Stocks and feeder shipments <sup>6</sup> .....	252,100	242,687	206,556	4,460,888	3,965,902
Cattle on farms January 1. ....		60,506,000	64,928,000		
Prices per 100 pounds:					
Cattle, average cost for slaughter.	6.38	6.65	6.51	6.69	6.64
Calves, average cost for slaughter.	8.34	8.29	8.52	7.86	7.67
At Chicago—					
Cattle, good steers. ....	9.80	10.55	11.46	10.02	10.50
Veal calves .....	9.53	10.16	9.82	9.22	9.06
At eastern markets—					
Beef carcasses, good grade. ....	14.58	15.92	14.65	15.47	15.70
Veal carcasses, good grade. ....	18.70	19.32	19.02	16.92	17.03

#### HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter, hogs .....	5,009,992	5,911,242	5,978,022	49,773,324	52,572,634
Carcasses condemned .....	19,057	23,066	19,752	202,087	202,931
Average live weight, lbs. ....	222.92	217.13	212.12	224.53	222.81
Average dressed weight, lbs. ....	172.21	165.92	159.55	171.00	167.30
Total dressed weight (carcass not including condemned) <sup>4</sup> , lbs. ....	857,214,550	976,966,162	950,737,708	8,473,696,917	8,819,555,209
Lard per 100 lbs. live weight, lbs. ....	16.73	17.07	15.65	16.39	16.46
Storage:					
Beginning of month—					
Fresh pork, lbs. ....	83,400,000	126,718,000	130,125,000	125,536,000	148,096,000
Cured pork, lbs. ....	481,426,000	582,151,000	517,239,000	554,275,000	594,785,000
Lard, lbs. ....	48,563,000	49,340,000	61,049,000	84,204,000	88,879,000
End of month—					
Fresh pork, lbs. ....	118,803,000	164,491,000	200,293,000	127,728,000	148,350,000
Cured pork, lbs. ....	539,434,000	636,399,000	579,830,000	558,535,000	589,376,000
Lard, lbs. ....	57,199,000	54,130,000	112,607,000	84,579,000	89,865,000
Exports: <sup>5</sup>					
Fresh pork, lbs. ....	4,744,993	6,559,103	4,564,130	38,156,211	32,803,291
Cured pork, lbs. ....	70,943,012	81,821,812	58,707,694	735,649,617	686,239,726
Canned pork, lbs. ....	153,125	123,654	403,072	2,879,511	2,273,759
Sausage, lbs. ....	836,312	1,035,786	1,173,502	10,845,466	12,097,000
Lard, lbs. ....	107,261,454	136,153,858	80,545,775	939,472,530	971,459,938
Imports:					
Fresh pork, lbs. ....	106,189	63,259	477,896	2,534,038	5,682,885
Receipts of hogs <sup>6</sup> .....	5,278,934	6,252,723	6,105,140	51,603,927	55,414,449
Stocks and feeder shipments <sup>6</sup> .....	47,704	50,032	37,506	636,326	496,836
Hogs on farms January 1. ....		66,130,000	54,234,000		
Prices per 100 pounds:					
Average cost for slaughter. ....	7.80	7.00	10.15	8.33	8.04
At Chicago—					
Live hogs, medium weight. ....	7.85	7.18	10.33	8.66	8.47
At eastern markets—					
Fresh pork loins, 10-14 lbs. ....	14.95	13.93	17.64	18.05	17.47
Shoulders, skinned .....	12.20	10.29	14.37	13.01	12.31
Picnics, 6-8 lbs. ....	10.77	9.33	12.64	11.67	10.86
Butts, Boston style .....	14.19	12.34	17.32	15.56	15.49
Bacon, breakfast .....	23.33	19.83	(*)	(*)	(*)
Hams, smoked, 10-12 lbs. ....	21.32	20.55	(*)	(*)	(*)
Lard, tierces .....	12.28	13.68	17.67	13.30	14.30

#### SHEEP, LAMB AND MUTTON.

Inspected slaughter, sheep and lambs	1,019,545	1,083,095	990,490	11,482,774	11,860,831
Carcasses condemned .....	1,158	1,344	1,092	12,006	12,634
Average live weight, lbs. ....	85.24	83.92	85.90	80.31	80.14
Average dressed weight, lbs. ....	40.10	39.29	40.08	38.42	38.10
Total dressed weight (carcass, not including condemned) <sup>4</sup> , lbs. ....	40,834,822	42,501,907	39,655,072	440,152,771	456,356,865
Storage fresh lamb and mutton:					
Beginning of month, lbs. ....	4,487,000	2,493,000	2,949,000	3,274,000	2,456,000
End of month, lbs. ....	4,067,000	2,806,000	2,837,000	3,177,000	2,494,000
Exports, fresh lamb and mutton <sup>5</sup> , lbs. ....	174,208	98,969	72,008	1,862,515	1,506,730
Imports, fresh lamb and mutton, lbs. ....	745,592	55,181	70,163	6,512,276	5,108,087
Receipts of sheep <sup>6</sup> .....	1,722,678	1,697,422	1,468,556	22,196,835	22,200,645
Stocks and feeder shipments <sup>6</sup> .....	107,086	140,117	137,079	4,441,364	4,079,492
Sheep on farms January 1. ....		33,300,000	39,134,000		
Prices per 100 pounds:					
Average cost for slaughter. ....	11.05	11.56	15.98	12.34	12.77
At Chicago—					
Lambs, 84 lbs. down, medium to prime .....	13.08	12.95	17.28	13.48	13.08
Sheep, medium to choice. ....	7.26	7.40	9.76	7.17	7.40
At eastern markets—					
Lamb carcasses, good grade. ....	24.11	22.23	27.27	25.17	24.75
Mutton, good grade .....	14.97	15.54	16.08	15.95	15.95

<sup>1</sup>1922, 1923 and 1924. <sup>2</sup>Weighted average for year. <sup>3</sup>Simple average for year. <sup>4</sup>Computed on the total number of animals slaughtered under Federal inspection, minus the number condemned. <sup>5</sup>Including re-exports. <sup>6</sup>Public stockyards. <sup>7</sup>Price for 1925 is for loins 10-15 lbs. <sup>8</sup>Classification on certain grades of cured meats was changed in November, 1924; no adjustment has yet been made for comparable purposes.



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been very quiet and barely steady. While there has been little or no change in prices, the market remained at the low of the down-turn thus far, with a moderate amount of outside extra New York selling at 8 $\frac{3}{4}$ c delivered, while city extra was quoted at 8 $\frac{3}{4}$ c, spot.

An easier undertone in grease in general, and a limited demand for all sorts, together with persistent reports of dullness in the soap trade continued to make for depressed sentiment, as far as tallow was concerned. Sellers and the important consumers appeared to be apart in their ideas, but the buyer was indicating strongly that he would be interested only at concessions. As a result, the market largely was a nominal affair.

At New York city extra was quoted at 8 $\frac{3}{4}$ c, special 8 $\frac{3}{4}$ c, and edible 10 $\frac{1}{2}$ c.

At Chicago trading in tallow was limited, with the undertone barely steady; edible considered top at 10c; city fancy selling slowly at 9 $\frac{3}{4}$ c; prime packer, 9 $\frac{1}{2}$ c asked, but buyers have been able to secure stock at  $\frac{1}{4}$ c less from outside points, while No. 1 listed at 9c loose; No. 2 at 8 $\frac{1}{2}$ c asked, and country prime, 9@9 $\frac{1}{2}$ c, with some recent sales at the inside price.

At the London auctions on April 8th, 1,519 casks were offered of which 531 sold; mutton quoted 46@47s and beef 44s 9d@45s 6d. At Liverpool Australian tallow was dull with fine quoted at 46s, and good mixed at 45s.

**STEARINE**—The market was rather quiet and was easier, but some moderate sales were reported at 12 $\frac{1}{2}$ c for oleo New York, with demand slow at the decline, and with buyers intimating lower prices, while sellers were firm at these figures. At Chicago, oleo was held at 14c, but this was full a cent a pound out of line with buyers' ideas.

**OLEO OILS**—The market was dull and barely steady with demand limited, both domestic and export, but with some inquiries under the market. Extra New York 12 $\frac{3}{4}$ c asked; medium, 13c asked; lower grades 12c asked. At Chicago extra was quoted at 13 $\frac{1}{2}$ c.

SEE PAGE 35 FOR LATER MARKETS.

**LARD OIL**—The market was easier with a lower range in raw materials with demand confined to hand-to-mouth buying, and with sentiment more mixed. At New York edible was quoted at 19 $\frac{3}{4}$ c; extra winter, 17 $\frac{3}{4}$ c; extra, 15 $\frac{1}{4}$ c; extra No. 1, 14c; No. 1, 13 $\frac{1}{2}$ c; No. 2, 13c.

**NEATSFOOT OIL**—The market was barely steady with cheaper raw materials and continued hand-to-mouth buying. At New York pure was quoted at 15c; extra, 14c; No. 1 at 13 $\frac{1}{2}$ c, and cold pressed, 17 $\frac{3}{4}$ c.

**GREASES**—The market this week was again featured by very limited trading, and, owing to the continued heaviness in tallow, and the easier tone in some of the competing oils, the grease market was very unsteady. Soapmakers continue to display little interest in any of the greases,

tending to confirm reports of extreme dullness in the soap trade, and also believed to reflect in part the fact that soapmakers' stocks at the moment are sufficiently large to make for more or less independence on their part at these levels.

At New York yellow and choice house were quoted at 8 $\frac{3}{4}$ @8 $\frac{1}{2}$ c; A white at 9c; B white at 8 $\frac{3}{4}$ c and choice house 13 $\frac{1}{4}$ c.

At Chicago choice white grease was steady at 11c for stock suitable for export, while ordinary, used by the domestic trade, listed at about 10c. A white quoted at 9 $\frac{3}{4}$ c; B white at 9@9 $\frac{1}{4}$ c; yellow ranged from 8 $\frac{1}{2}$  to 9c, latter for low-acid, house grease top 8 $\frac{1}{2}$ c, brown stock sold at 8 $\frac{1}{2}$ c for best, with poorer grades selling  $\frac{1}{4}$ c less.

### Packinghouse By-Products

#### Blood.

Chicago, April 9, 1925.

The blood market is steady and quiet. Last trading reported at \$3.40.

Ground .....	Unit ammonia.
Crushed and unground.....	\$3.30@3.40
	3.00@3.25

#### Digester Hog Tankage Materials.

This market is very quiet. Sellers' ideas are higher than most buyers seem willing to follow, therefore there is not much demand.

Ground, 10 to 12%, ammonia .....	Unit ammonia.
Unground, 11 to 13%, ammonia.....	\$3.25@3.50
Unground, 7 to 10%, ammonia.....	2.75@3.25
	2.25@2.75

#### Fertilizer Tankage Materials.

Demand is easing off in this market; at the same time the supply is also smaller. This makes for an even tone in the market.

High grade, ground, 10-12%, ammonia.....	Unit ammonia.
Lower grade, ground, 6-9%, ammonia.....	\$2.85@3.00
Medium to high grade, unground.....	2.50@2.60
Lower grade, unground.....	2.25@2.50
Hoof meal .....	2.00@2.25
Grinding hoofs, pigs toes, dry.....	2.00@3.00
	32.00@35.00

#### Bone Meals.

The bone meals market is quiet. Bone meals are not in season.

Raw bone, meal .....	Per ton.
Steam, ground .....	\$28.00@30.00
Steam, unground .....	20.00@23.50
	18.00@20.00

#### Cracklings.

There is a little demand for crackling, although there is not much around. Market is steady to strong.

Pork, according to grease and quality.....	Per ton.
Beef, according to grease and quality.....	\$55.00@70.00
	30.00@40.00

#### Bones, Horns and Hoofs.

This market is about the same. Hoofs are reported as selling at \$30.00.

Horns, unassorted .....	Per ton.
Culls .....	\$75.00@200.00
Hoofs, unassorted .....	30.00@32.00
Round shin bones, unassorted .....	30.00@33.00
Flat shin bones, unassorted .....	47.50@52.50
Thigh bones, unassorted .....	37.50@42.50
Thigh bones, unassorted .....	50.00@55.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

#### Glue and Gelatin Stock.

There is an easy tone to the glue and gelatin stock market. Jaws, skulls and knuckles, \$30.00@31.00. Junk bones, \$25.00.

Calf stock .....	Per ton.
Edible pig skin strips.....	\$ 28.00@29.50
Rejected manufacturing bones .....	100.00@105.00
Horn piths .....	33.00@35.00
Cattle jaws, skulls and knuckles .....	23.00@25.00
Junk and hotel kitchen bones.....	30.00@31.00
Sinews, pizzles and hide trimmings.....	25.00@26.00
	20.00@23.00

#### Animal Hair.

There is a fair demand for hog hair. Producers are looking for a shortage and are holding for higher prices.

Cold dried, lbs.....	3 $\frac{1}{4}$ @4c
Processed, lbs.....	7 @9c
Dyed .....	9 $\frac{1}{2}$ @12c
Cattle switches (110 to 100) each.....	3 $\frac{1}{2}$ @4 $\frac{1}{2}$ c
Horse tails, each.....	55 @60c
Horse mane hair, green, lb.....	12 @18c
Unwashed dry horse mane hair, lb.....	20 @22c
Pulled horse tail hair, lb.....	55 @65c

#### Pig Skin Strips.

The market is quiet, sales of No. 1, 6@6 $\frac{1}{2}$ c, No. 2 and No. 3 edible fresh frozen mostly 5 $\frac{1}{2}$ c per lb. basis Chicago.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, April 8, 1925.—There has been a very heavy demand for ground tankage here and the stocks are pretty well cleaned out, sales having been made at \$3.50 to \$3.60 f.o.b. New York. Underground tankage is also in demand and the supply is limited.

Other materials, such as sulphate of ammonia, nitrate of soda, bonemeal, etc., are all in demand for quick shipment and there is a real scarcity of some materials. Potash prices have been announced for next season for shipment prior to September 30th, 1925, and are practically the same as the present prices with one or two exceptions.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, April 1 to April 9, were 5,719,805 lbs.; tallow, none; greases, 390,000 lbs.; stearine, none.

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## What's The Matter With Cotton Oil?

### Trade Expert Says Mill Men Are Still as Foolish as Ever When It Comes to Buying Their Seed

Some time ago THE NATIONAL PROVISIONER printed a series of articles on "What's the Matter with the Cotton Oil Business?" which attracted very wide attention and comment.

At that time the ailments of the industry were discussed in detail, and the first of them was the habits of the oil mills in buying their raw material—seed.

Afterward conditions improved, oil prices went up, and everybody began to be happier.

But it seems that human nature is the same everywhere. An oil mill man is just like his brother, the packer—he does love to "bull the market on his own raw material!"

At least this is the view of a trade authority who has recently discussed the subject, and whose comments are given here.

### Too Many Bulls Still in Cotton Seed

By Wm. H. Jasspon\*

As a result of the losses, failures, and reorganizations of the past several years in the cottonseed oil industry, there has been decided curtailment in the amount of credit which the industry had so freely enjoyed. Therefore, quite naturally, there was an avowed determination, at the beginning of this last season, to operate conservatively and profitably.

To a degree this has been accomplished. The industry has, broadly speaking, enjoyed a profitable season. But let me tell the whole story.

To begin with, the South was favored with the largest cotton crop in several seasons, as a result of which over one million additional tons of cottonseed were available to contribute to a sounder and more favorable economic basis. Moreover, the financial necessity which forced the marketing of products against seed purchases tended to stabilize the seed market.

The fact is the industry was "blue and bearish" at the beginning of the season.

\* From Commerce and Finance.

Values were determined almost entirely from a standpoint of a comparatively large supply of raw material. Operators were also aware of the lessened demand for their products occasioned by several seasons of high prices.

These were the conditions, in my opinion, which determined the conservatism which obtained through November, by which time 70 per cent of the crop had been bought—at a manufacturing profit.

#### Good Luck vs. Good Sense.

I wish to emphasize the thought that, in my judgment, the improvement was more largely due to the fortunate supply of raw material and the exigencies of the market situation than to a wholly conscious effort on the part of crushers to operate the business on a sound economic policy.

The crusher is by nature optimistic—"bullish"—and only the general belief in lower prices at the beginning of the season, combined with the restriction of credit, caused the sane seed-buying policy which enabled the industry to do business, for awhile, at a manufacturing profit.

I cite as an illustration of this point the aggressive buying, at prices incompatible with profit, which developed as soon as market conditions were thought to have changed. In other words, the old practice of discounting the future was resumed.

I do not question the right of the individual to his own market opinion, or to the exercise of his judgment, in setting prices to be paid for seed. It is rather my purpose to set down the facts as they are known to us in the trade, and to draw certain conclusions from them, in the light of experience.

Few industries are as local in the garnering of raw material. This is due to freight rates and to the number of mills in excess of those required to utilize the seed of even a large cotton crop.

Therefore it would appear that no mill can expect to garner a larger tonnage than its organization, standing and buying facilities will allow, without immediately influencing the market price and promoting unsound competition. It must be realized, also, that cottonseed is a com-

modity which has practically equal value to every mill in a given territory, and is therefore, purchasable at only one price in that territory—the highest price!

#### Trend Away from Speculation.

In line with the general trend away from speculation, and the fact that the cotton oil industry in particular has suffered from speculation in the past, there has developed a decided effort on the part of some crushers to legitimize the business, and bring it again into the favor of the banking and commercial interests.

The profits on a manufacturing basis have been sufficient to demonstrate this season that the business can be operated profitably, if the "hogging" of cottonseed is not practiced. However, to accomplish this, it appears that we must realize the necessity of being "bearish" during the season when cottonseed is being marketed.

We must furthermore realize it is poor business judgment which forces individual accumulation of large raw supplies, when such purchases can only be made by establishing prices in excess of true values prices which—it is hoped—will eventually be justified by future market advances.

#### Expected Higher Prices.

It has undoubtedly puzzled crushers that, with lard and feedstuffs bringing record prices, the products of cottonseed have fallen so far below the usual relation with them.

Of course there are many reasons for this situation, but the matter in point is that the determining factor of a proper price for cottonseed should be the value of the products of cottonseed at the time of purchase, rather than the values of other commodities for which cottonseed products are or might be substituted. The extraordinary advances on lard and grains have, no doubt, contributed to the general expectation of higher cottonseed product values, an expectation which has not materialized.

Whether the buying of cottonseed may be put on an equitable basis of good business is still to be proved. Are we going to stand the test as level-headed business men should, and thereby justify the need for our existence in this industry? I hope that we will.

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., April 9, 1925.—Prime crude cottonseed oil steady at 9½¢ bid April; 10¢, May, Valley; ½¢ less, Texas. Offerings light, demand good. Refined oil firmly held; 36 per cent meal, \$36.50; 41 per cent meal, \$39.00; 43 per cent meal, \$40.50; loose hulls, \$10.75; sacked hulls, \$13.50, delivered New Orleans. Demand slow but supply seems light and no pressure on the market.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., April 9, 1925.—Some trading in crude cottonseed oil in the Valley on the basis of 9½¢ and Memphis, 10¢. Majority of mills holding for 10¢. Slightly better feeling in meal with \$36.00 bid for 41 per cent meal, Memphis; loose hulls, \$8.00.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., April 9, 1925.—Prime cottonseed delivered Dallas, \$42.00; prime crude cottonseed oil, f.o.b. Dallas, 9½¢; cracked cake and meal, f.o.b., \$37.00; hulls, \$10.00; mill run linters, 3½¢@7¢; snaps and bollies, \$32.00@37.00. Good rains over Texas in past 24 hours.

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## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Lighter—Market Covering Narrow Limits, Undertone Very Steady—Cash Trade Moderate—Crude Tight—Rains Texas—Lard Weak.**

A moderate volume of trade featured operations in the New York cottonoil future market the past week, while prices covered a narrow range in the daily fluctuations, moving irregularly and showing very small net changes. A combination of mixed market features were at work, and a more or less holiday feeling overspread the market which tended to restrict operations and resulted in a condition where practically everyone was awaiting developments.

Everything considered the market continued to show a surprisingly steady undertone. Buying power was in evidence on all small declines, but on the bulges demand appeared to dry up and offerings increased slightly.

#### Persistent Buying in May.

The outstanding feature again this week was the persistent buying in the May delivery, largely for shorts and mostly covering by refiners who were partly selling the distant months against their May purchases. Some of the buying in May was to remove hedges against cash sales, but the volume of cash business on the whole was quiet to fair.

Commission house longs were selling May and buying distant months, while in the late positions, commission house trade was mixed but of unimportant volume, while the professional element were operating on both sides, on and off, and appeared to be entirely at sea as to what was going on.

#### Drouth Partly Relieved.

The market persistently ignored the weakness in lard, which was a more or less unsettling feature, as it tended to restrict buying power in oil on the bulges. The lard action was partly offset by a rally in the grain markets and by the distinct tightness in crude, while the drought

in the western belt has tended to help, somewhat. But the middle of this week found the drought relieved, with one to two inches of rain in parts of Texas and Oklahoma.

On the other hand, there was talk of a much larger cotton area to be planted, partly the result of the failure of wheat and coarse grains to terminate in the south, on account of the dry weather.

Under such conditions, it was not surprising to see the oil market hesitate and, equally, it was not surprising to find consumers inclined to go slow for the time being, as the bulk of the latter had bought ahead, and were apparently eating into their stocks.

On the other hand, while outside conditions were less strong, the situation within the oil market itself appeared to be growing in strength. The tightness in crude continued, with the southeast selling at ten cents and with that figure bid; Valley, 9 7/8 @ 10c, and Texas 9 3/8 @ 9 3/4c.

#### Refiners and Packers Buying.

Refiners and packers were buying, and reports had it that the bulk the ten-cent southeast crude, if not all of it, had been cleaned up. It was estimated by one in a position to know that possibly a thousand tanks of crude remained unsold in Texas and Oklahoma. It was estimated that at the outside a like quantity remains in the rest of the belt, which would represent very small remaining supplies considering the size of the crush this season, and emphasized the ease with which the oil has been marketed.

With this knowledge, it is readily seen that the visible stocks are now in strong hands, and with crude oil at ten cents and May oil around 11.30, there is little question but what either crude is too high or the May delivery decidedly too low. It has been this feature that has induced the refiner, in some cases, to take hold of the May, rather than buy crude at the prevailing levels.

It is believed that this situation will result in certain refiners taking delivery of May oil, and at least, their action has had a tendency to narrow the May dis-

count somewhat. However, there are those in a position to know who contend that there will be liberal deliveries on May contracts, and who look for May to again sell at .50 under July.

#### Expect Bullish Consumption Report.

Practically every one is looking for a bullish March consumption report, and if the March consumption was as big as the trade is talking there should be shown a liberal reduction in the visible stocks. The lard-oil spread has narrowed again, but with May lard about 4.60 over May oil, it would appear as though the spread has not narrowed sufficiently to check the consumption of oil. In fact, some of the leading refining interests are of the opinion that this spread is going to put sufficient oil into distribution to make for a condition where later on the two commodities will sell practically even.

As yet, however, it is difficult to find one who expects the carry-over at the end of the season to be much, if any, less than 500,000 bbls. It is argued that this is only about a normal carry-over, and just sufficient to bridge the in-between season.

#### May Deliveries a Question.

The extent of the May deliveries is naturally going to cut a decided figure, especially should some refiner decide to deliver oil in volume. In some quarters it is said that packers will take in oil and in others, who do packing-house business, this is emphatically denied.

However, some store oil at New York has been bought by the Maine fish-packers this week, one interest reporting the last of his store stocks sold to go to Eastport, apparently in preparation for the beginning of the season. It is to be hoped that the fish-packers will secure a good catch this season, in which case this demand might take care of a good portion of any oil tendered on May contracts.

The volume of hog receipts is light, but the lard stocks are going down very slowly, and this appears to be the result, largely, of a disappointing export demand for lard at these levels. On the whole, sentiment is mixed, but the long interest in oil is still sitting rather tight.

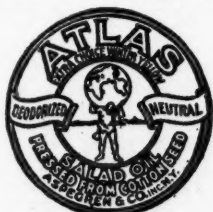
It is noticeable that commission house sentiment leans to the constructive side, while in professional quarters there are those who are looking for a sharp break, but the latter are at sea as to whether this will occur in the near future, or at the end of the season, when the trade will

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**COTTONSEED OIL**—Market transactions—

**Friday, April 3, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1100 a	1125
April			1100 a	1115
May	3400	1121 1112	1111 a	1113
June	200	1140 1140	1130 a	1138
July	3500	1160 1151	1150 a	1151
Aug.	500	1171 1170	1167 a	1168
Sept.	2500	1191 1180	1178 a	1180
Oct.			1120 a	1150
Nov.			1050 a	1099

**Saturday, April 4, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1100 a	
April			1110 a	1120
May	1200	1119 1111	1118 a	1119
June	100	1130 1103	1135 a	1140
July	1900	1158 1150	1157 a	1158
Aug.	100	1170 1170	1174 a	1176
Sept.	1700	1188 1181	1187 a	1188
Oct.			1145 a	1160
Nov.			1060 a	1100

Total sales, including switches, 17,000 P. Crude S. E. 9½-10c.

**Monday, April 6, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1110 a	
April			1110 a	1130
May	2100	1125 1120	1123 a	1124
June			1135 a	1146
July	1500	1165 1155	1158 a	1160
Aug.			1172 a	1178
Sept.	7000	1192 1184	1186 a	1187
Oct.	500	1158 1157	1154 a	1156
Nov.			1050 a	1125

Total sales, including switches, 14,500 P. Crude S. E. 10c Bid.

**Tuesday, April 7, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1120 a	
April			1122 a	
May	4800	1130 1123	1130 a	1131
June	200	1143 1143	1140 a	1160
July	2000	1163 1157	1163 a	1165
Aug.	400	1177 1177	1175 a	1182
Sept.	3000	1191 1187	1191 a	1192
Oct.	400	1160 1160	1158 a	1160
Nov.			1070 a	1110

Total sales, including switches, 11,400 P. Crude S. E. 10c Bid.

## THE EDWARD FLASH CO.

29 BROADWAY  
NEW YORK CITY

### BROKERS EXCLUSIVELY VEGETABLES OILS

In Barrels or Tanks

Hardened Edible Coconut Oil  
COTTON OIL FUTURES

On the New York Produce Exchange

**Wednesday, April 8, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1130 a	
April			1125 a	1140
May	6600	1132 1127	1127 a	1128
June			1140 a	1145
July	3000	1165 1159	1159 a	1161
Aug.	200	1183 1180	1175 a	1178
Sept.	3500	1194 1187	1186 a	1188
Oct.			1143 a	1158
Nov.			1067 a	1110

Total sales, including switches, 14,700 P. Crude S. E. 10c nom.

**Thursday, April 9, 1925.**

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1130 a	
April			1130 a	
May			1130 1127	1128 a 1129
June			1140 a	1150
July			1165 1160	1164 a 1166
Aug.			1180 a	1185
Sept.			1192 1186	1192 a 1195
Oct.			1164 1160	1158 a 1165
Nov.			1085 a	1125

SEE PAGE 35 FOR LATER MARKETS.

**COCOANUT OIL**—An easier tone developed the past week, with buying interest lacking, and with offerings slightly larger. Continued heaviness in tallow made for a disposition on the part of buyers to go slow in coconut oil, and as a result a barely steady undertone was in evidence again this week. Trading was confined to odd lots.

At New York Ceylon, barrels, quoted 10¾@11c; tanks, 9c; tanks Pacific coast, 8¾c; Cochin, bbls., New York, 11¼@11½c; edible, 12c.

**SOYA BEAN OIL**—A dull and steady market featured the week with demand limited, available supplies light, and no disposition to press offerings. This resulted in a practically nominal position. At New York crude bbls. quoted 12½@13c; tanks New York, nominal; tanks Pacific coast, 10¾c.

**CORN OIL**—An easier undertone developed and some business reported at 10¾c, f.o.b. western mills. Demand was quieter, and the market was more or less following the unsettled trend elsewhere, but producers were offering sparingly on the breaks. The recent slump in corn values appeared to have some influence on sentiment, but the corn market has recovered from its sold-out position.

Demand for refined oil was dull. At New York crude barrels quoted 12@12½c; buyers' tanks, f.o.b. mills, 10¾c; refined, bbls., New York, 13@13¾c; cases, \$13.88.

**PALM OIL**—A slow demand, easier cables and a continued heavy tallow market brought about an easier range, but spot supplies are small, and tend to restrict the decline. Buyers' interest was negligible.

At New York Lagos spot quoted at nine cents; April-June shipment, 8¾c; Niger spot, 8¾@8¼c; shipment, 8c, delivered New York.

**PALM KERNEL OIL**—The market was dull and barely steady with imported New York quoted at 9¾@10c.

**SESAME OIL**—Market is relatively high, dull and nominal with interest restricted by the relative cheapness of cotton oil. At New York edible sesame barrels quoted 15½c nominal.

**COTTONSEED OIL**—The market has covered a narrow range, with trade quiet to fairly good, with the market very steady. At New York refined barrels quoted 12¾@12½c; southeast crude, 10c bid; Valley, 9¾c; Texas, 9½@9¾c.

## ATTACKS ON MARGARINE FAIL.

"The organized dairy interests have been very active this year attempting to prohibit or restrict the sale of margarine by state legislation," says a bulletin issued by the Institute of Margarine Manufacturers, "but thus far with little success. Of twenty-eight bills aimed at margarine, introduced in fifteen state legislatures, only one has passed, and this still lacks the governor's signature necessary to make it a law. Eleven bills have been defeated or have died on the calendar with legislative adjournment. The rest are still pending." The bulletin says, in part:

"In almost every case these bills have been introduced by representatives from agricultural districts, and opposed by assemblymen and senators from the cities on the ground that they are class legislation, discriminating against the consumer for the benefit of the dairy farmer who seeks to get a higher price for his butter by suppressing competition from margarine.

"While the margarine industry has been subjected to similar legislative attacks every year, the number of anti-margarine bills this year is greater and their provisions are more severe than ever before. The institute attributes the defeat of most of them to the increasing public hostility against legislative interference with the sale of household commodities, and also to the protests of the southern farmers whose cottonseed and peanut oil enter largely into the manufacture of margarine.

"These bills would restrict the sale of margarine in a variety of ways. In several states attempts were made to impose taxes of from two to ten cents a pound, which would have increased the price of margarine in some cases almost to the level of dairy butter. Another method adopted by the enemies of margarine is to tax manufacturers and dealers. In some states a retail grocer who wishes to sell margarine must pay a license fee of \$100 a year. This is the goal toward which the dairy organizations are working throughout the country.

"Other attacks upon this product include bills to prohibit the use of vegetable oils in the manufacture of margarine, to prohibit the manufacturer from stating on his label or elsewhere that his margarine contains milk (notwithstanding that milk is an important ingredient of all margarine), to prohibit the use of margarine in state institutions, to deprive the margarine manufacturer of the right to use the artificial coloring used by the manufacturer of butter.

"The fact that this legislation is promoted on a national scale by the organized butter interests is proved by the similarity of the measures introduced in different state legislatures, and also by the appeals which these organizations are making to dairymen for financial support, appeals based upon the advantages to be gained by driving margarine out of the market."

## The Procter & Gamble Co.

Refiners of all Grades of

### COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil

Moonstar Coconut Oil  
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions irregular with light mixed trade influenced by disappointing cash business and lower hogs. But declines were checked by firmness in grain and covering due to approaching holiday.

### Cottonseed Oil.

Cotton oil dull and steady, prices covering a narrow range. Crude tight at 10c. Better cash demand for salad oil reported. Sentiment mixed, awaiting government report.

Quotations on cottonseed oil at Friday noon were: April \$11.30; May, \$11.28@11.29; June, \$11.40@11.50; July \$11.64@11.66; August, \$11.80@11.85; September, \$11.92@11.95; October, \$11.58@11.65; November, \$10.85@11.25.

### Tallow.

Tallow, extra, 8 $\frac{1}{2}$ c.

### Oleo Oil and Stearine.

Stearine, oleo, 12 $\frac{1}{2}$ c.

## FRIDAY'S GENERAL MARKETS.

New York, April 10, 1925.—Spot lard at New York, prime western, \$16.70@16.80; middle western, \$16.65@16.75; city, \$16.25; refined, continent, \$17.25@17.50; South American, \$18.25; Brazil kegs, \$19.25; compound, \$13.50.

### Liverpool Provision Markets.

Liverpool, April 10, 1925.—(By Cable)—Shoulders square, 77s; picnics, 71s; hams, long cut, 100s; hams, American cut, 103s; bacon, Cumberland cut, 94s; short backs, 102s; bellies, clear, 112s; Wiltshires, 95s; Canadian, 104s; spot lard, 85s 6d.

### Hull Oil Market.

Hull, England, April 10, 1925.—(By Cable).—Refined cottonseed oil, 42s; crude cottonseed oil, 38s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to April 10, 1925, show exports from that country were as follows: To England, 81,900 quarters; to the continent, 118,164 quarters; to other ports, none.

Exports of the previous week were: To England, 101,113 quarters; to the continent, 163,271 quarters; to other ports, none.

## MEAT INSPECTION CHANGES.

Recent meat inspection changes are announced as follows by the U. S. Bureau of Animal Industry:

**Meat Inspection Granted.**—Roma Provision Co., Inc., 15 Mifflin St., Trenton, N. J.; Delico Meat Products Co., 1206 Forest Ave., Kansas City, Mo.; \*Albany Packing Co., Exchange St. and Russell Rd., West Albany, N. Y.

**Meat Inspection Withdrawn.**—Swift & Company, Brooklyn, N. Y.; Swift & Company, Albany, N. Y.; Montgomery Provision Co., Inc., Montgomery, Ala.; Usavit Packing Co., Inc., Bristol, Va.; Swift & Company, Sioux City, Ia.; Southern Cotton Oil Co., Chicago; Curtice Bros. Co., Rochester, N. Y.; Cotton States Serum Co., Grenada, Miss.; Abraham Seldner, Brooklyn, N. Y.; Food Specialty Co., Washington, D. C.; National Packing Co., Boston, Mass.

**Meat Inspection Extended.**—Armour and Company, Olean, N. Y., to include Morris & Co. and the North American Provision Co.

\*Conducts slaughtering.

## GERMAN PROVISION MARKET.

Lard receipts at Hamburg, Germany, for the month of March, 1925, were approximately 10 per cent below those of February, says Trade Commissioner E. C. Squire in his weekly cable to the U. S. Department of Commerce. Inland stocks are moderate, with those at Hamburg fair. The demand for spot stocks is poor and prices ranged from \$39.50@41.50 per 100 kilos.

The condition of dry salt meats remains unchanged. Extra oleo oil is firm in the face of a fair demand, \$29.00@31.00 being asked for spot stocks. Extra oleo stock is also moving fair under moderate pressure, \$28.00@30.00 being asked per 100 kilos for this commodity.

Continued heavy marketing of livestock during the week caused prices to stabilize at about pre-war levels. Receipts for the week at 20 German markets were as follows: Pigs, 73,400; cattle, 22,000; calves, 25,400; sheep, 18,400. The top price for pigs was 63 pfennigs per  $\frac{1}{2}$  kilo live weight, or about 13.63c per lb.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending April 4, 1925, with comparisons as follows:

	Week ending April 4, 1925.	Previous week, 1924.	Cor.
Western dressed meats:			
Steers, carcasses ..	6,962	7,060 $\frac{1}{2}$	7,958 $\frac{1}{2}$
Cows, carcasses ..	1,144	1,042	1,078
Bulls, carcasses ..	187	152	147
Veals, carcasses ..	13,014	13,874	18,905
Hogs and pigs ..	25	25	50
Lambs, carcasses ..	28,750	21,640	20,696
Mutton, carcasses ..	4,492	5,087	2,085
Beef cuts, lbs. ....	125,572	701,396	329,255
Pork cuts, lbs. ....	1,199,068	1,149,885	1,407,839
Local slaughters:			
Cattle .....	10,678	9,598	9,477
Calves .....	16,512	15,050	16,205
Hogs .....	44,225	42,851	62,758
Sheep .....	38,848	35,090	38,189

## EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending April 5, 1925, with comparisons:

	Week ended Apr. 4, 1925.	Week ended Apr. 5, 1924.	From Nov. 1, 1924, to Apr. 4, 1925.
To			
United Kingdom ..	151	...	1,582
Continent .....	...	25	7,630
West Indies .....	...	...	1,934
B. N. A. Colonies ..	...	...	120
Total .....	151	25	11,266

### BACON AND HAMS, LBS.

United Kingdom ..	9,178,000	10,976,950	235,236,260
Continent .....	271,000	3,081,000	28,713,200
Sth. and Ctl. Amer. ....	...	...	120,000
West Indies .....	...	76,000	109,500
B. N. A. Colonies ..	...	...	93,000
Other countries .....	...	...	562,500
Total .....	9,449,500	14,133,950	264,834,460

### LARD, LBS.

United Kingdom ..	4,154,825	4,778,363	94,074,653
Continent .....	1,788,237	12,600,204	197,220,076
Sth. and Ctl. Amer. ....	106,000	...	2,194,248
West Indies .....	34,991	61,000	1,678,420
Other countries .....	...	...	69,812
Total .....	6,174,053	17,448,567	295,231,209

### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York .....	151	5,190,500	4,745,053
Portland, Me. ....	...	3,063,000	682,000
New Orleans .....	...	...	84,000
St. John, N. B. ....	...	1,166,000	663,000
Total week .....	151	9,449,500	6,174,053
Previous week .....	990	12,135,950	10,524,730
2 weeks ago .....	101	13,797,250	11,891,063
Cor. week, 1924 ..	25	14,133,950	17,448,567

Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Apr. 4, 1925:

	1924-1925.	1923-1924.	Decrease.
Pork, lbs. ....	2,253,200	5,067,600	2,814,400
Bacon & Hams, lbs. ....	264,834,460	424,048,875	159,214,415
Lard, lbs. ....	295,231,209	442,951,202	147,719,993

## MARCH MEAT SUPPLIES.

Receipts of livestock at seven leading centers during March, 1925, with comparisons, were officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	241,087	90,068	597,946	337,577
St. Louis .....	59,987	27,131	264,808	26,333
Kansas City .....	173,517	35,793	161,409	133,532
Omaha .....	129,308	10,051	314,691	229,341
St. Joseph .....	47,395	9,857	117,947	149,264
St. Paul .....	62,551	63,073	307,849	15,905
Denver .....	33,474	4,340	44,260	184,474

T'l. Mar., '25 .....	747,319	241,213	1,808,010	1,075,526
T'l. Mar., '24 .....	675,537	173,892	2,466,245	898,050

Receipts at seven leading centers for the first three months of 1925, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	737,985	228,524	2,798,718	947,316
St. Louis .....	174,516	70,100	944,637	71,648
Kansas City .....	475,716	89,662	638,852	323,982
Omaha .....	359,870	24,055	1,176,873	598,591
St. Joseph .....	133,507	25,493	551,810	346,636
St. Paul .....	162,430	161,544	1,149,381	94,278
Denver .....	67,140	11,015	154,629	506,968

T'l. 3 mo., '25 .....	2,141,170	610,193	7,414,870	2,801,414
T'l. 3 mo., '24 .....	2,170,218	519,406	8,597,015	2,795,969

Slaughters at six points for March, 1925, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	170,009	86,417	338,064	241,057
Kansas City .....	86,288	26,495	104,520	98,298
Omaha .....	84,419	7,400	242,671	157,426
St. Joseph .....	33,884	8,612	77,562	108,040
St. Paul .....	27,285	43,900	259,323	11,053
Denver .....	11,693	2,801	29,969	20,066

T'l. Mar., '25 .....	413,578	175,625	1,102,109	635,980
T'l. Mar., '24 .....	379,934	104,579	1,462,637	525,015

Slaughters at five leading centers for the first three months of 1925, with comparisons, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago .....	466,345	208,476	1,892,167	647,263
Kansas City .....	256,181	72,072	432,429	237,981
Omaha .....	233,032	18,542	912,390	419,858
St. Joseph .....	93,563	22,117	42,575	263,560
Denver .....	30,445	7,075	114,378	53,478
T'l. 3 mo., '25 .....	1,109,568	328,282	3,394,250	1,622,160
T'l. 3 mo., '24 .....	1,113,159	276,193	4,234,226	1,649,786

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending April 4, 1925, are reported officially as follows:

Point of origin—Commodity.	Amount.
Canada—Pork tenderloins .....	5,500 lbs.
Canada—Veal carcasses .....	257 pcs.
Canada—Smoked pork .....	3,979 lbs.
Canada—Veal livers .....	3,150 lbs.
Canada—Pork hocks .....	90 lbs.
So. America—Beef cuts .....	58,200 lbs.
So. America—Corned beef (Canned) ..	90,210 lbs.
So. America—Oleo stearine .....	112,500 lbs.
Ireland—Bacon .....	1,331 lbs.
Ireland—Smoked hams .....	494 lbs.
Spain—Sausage in tins .....	60,896 lbs.
Germany—Smoked hams (Canned) ..	7,206 lbs.
Germany—Sausage (loose) .....	1,045 lbs.
Italy—Sausage (loose) .....	4,125 lbs.
Italy—Smoked hams .....	300 lbs.
Holland—Smoked hams .....	1,747 lbs.
Holland—Sausage (loose) .....	100 lbs.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, April 7, 1925.—Latest quotations on chemicals and soapmaker's supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in casks, 2,000 lbs., 9 $\frac{3}{4}$ c lb.; olive oil foots, 9 $\frac{3}{4}$ @9 $\frac{1}{2}$ c lb.; East India Cochin coconut oil, 15 $\frac{1}{2}$ c lb.; Cochin grade coconut oil, domestic, 11 $\frac{3}{4}$ @12c lb.; Ceylon grade coconut oil, 11@11 $\frac{1}{4}$ c lb.

Prime summer yellow cottonseed oil, 12 $\frac{1}{4}$ @12 $\frac{3}{4}$ c lb.; soya bean oil, 14 $\frac{1}{4}$ c lb.; red oil, 12@12 $\frac{1}{4}$ c lb.

Extra tallow, f.o.b. seller's plant, 8 $\frac{1}{2}$ c lb.; dynamite glycerine, nominal, 18 $\frac{1}{4}$ c lb.; saponified glycerine, nominal, 13 $\frac{1}{2}$ c lb.; crude soap glycerine, nominal, 12 $\frac{1}{2}$ c lb.; chemically pure glycerine, nominal, 19c lb.; prime packers grease, nominal, 8@8 $\frac{1}{4}$ c lb.

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, April 1 to April 9, 30 bbls.

# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, April 9, 1925.

**CATTLE**—Better grades of fed steers lost 50c during the week, good to choice offerings scaling over 1,450 lbs. frequently showing more downturn. Medium and common offerings of light and handy-weight showed a much smaller loss, about 25c, a feature which resulted in a marked contraction of the general price spread. Several Kosher holidays which undermined shipping demand in the face of liberal receipts provided the weakening factors.

The decline on choice yearling steers was the sharpest so far this year, prime kinds stopping at \$12.25 with few above \$11.50. The top on heavy bullocks was \$11.50, bulk of fed steers and yearlings going at \$9.00@10.75.

She stock brought new high prices for the season; bulls advanced 15@25c and light vealers advanced 25@50c, light kinds going mostly at \$8.50@9.00.

**HOGS**—Exceptionally light receipts late last week resulted in advances sharp enough to carry the top to \$14.00. This brought an increased marketward movement and irregular fluctuations netted losses generally figuring 10@20c as compared with last Thursday. Although offerings of packing sows were limited, demand proved indifferent, allowing a 25@40c decline. The supply of slaughter pigs exceeded demand, with values ruling steady to 25c lower.

Late in the week best mediumweights topped around \$13.50, which was fully \$1.00 under the high point reached during the recent bulge, but still \$6.00 higher than a year ago.

**SHEEP**—Fat lamb values remained on a fairly stable basis, during the past week, the strength noted early in the period being finally erased on closing rounds when buyers brought pressure to bear on prices, the current schedule being about on a parity with that of a week ago.

With the approach of Easter, spring lambs made their appearance in greater numbers, these kinds finding a ready outlet within a range of \$17.00@22.50 largely, bulk of movement being confined mostly to small lots. Desirable woolled lambs moved \$16.00@16.25, with extremely heavy kinds downward to \$14.00 and below. Clippers comprised an ever increasing proportion of the runs, prime offerings selling upwards to \$13.75.

Fat ewe trade was almost negligible at unchanged prices, best woolskins reaching \$9.50.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., April 9, 1925.

**CATTLE**—Weighty steers were in liberal supply early in the week and on rather narrow demand prices declined 25@

35c. Yearlings and handyweights suffered somewhat less, and generally show declines of 15@25c. The week's top of \$11.20 was paid for handyweight steers, weighty steers averaging 1,450 lbs. reaching \$11.10.

She stock advanced 25@40c; veals, 25@50c, and bulls closed strong to 25c higher.

**HOGS**—The hog trade carried a dull, weak undertone, although comparisons with week ago shows only minor changes. Supplies have been moderate with quality fully up to standard.

Bulk sales today \$12.35@12.75; top, \$13.00.

**SHEEP**—The trend in fat lamb values has been lower, the break from a week ago being fully 50c. General influences have been bearish, the dressed market developing weakness, while supplies arriving at leading markets were liberal.

Bulk desirable weight woolled lambs cleared today at \$15.00@15.25; top, \$15.35 with heavies downward to \$14.40 and fed clipped lambs \$11.00@12.00.

Trade on yearlings and aged sheep held generally steady. Best fat ewes reached \$9.25.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics)

E. St. Louis, Ill., April 9, 1925.

**CATTLE**—Native beef steer values were keenly sensitive to receipts this week, the trend being downward on Tuesday, with liberal receipts and upward Wednesday when the supply diminished. Compared with a week ago native beef steers steady; Texas steers, 25c lower; beef cows, 15@25c lower; good and choice light vealers, \$2.00@2.25 lower; other classes unchanged.

Tops for week: long yearlings, \$11.25; matured steers, \$10.50; light mixed yearlings and straight heifers, \$10.75; bulks for week: native steers, \$8.25@10.00; Texas steers, \$7.80@9.00; fat light yearlings and heifers, \$10.00@10.50; cows, \$5.50@7.00; canners, \$2.25@3.00; bologna bulls, \$4.50@5.00.

**HOGS**—Hog prices which gained sharply on the close last week had a setback after Monday this week and are little changed from week ago. Light hogs have strengthened just a little and are bringing top prices. Weighty butchers lost ground, the latter being very slow sellers all week.

Top was \$13.50 today; bulk desirable hogs all weights \$13.25@13.45; some good

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, April 9, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$13.60	\$13.10	\$13.00	\$13.50	\$12.90
BULK OF SALES	13.15@13.35	12.75@13.00	12.65@12.75	13.25@13.45	12.75@12.90
Hvy. wt. (250-350 lbs.), med.-ch.	13.00@13.35	12.75@13.00	12.60@12.80	13.00@13.30	12.75@12.90
Med. wt. (200-250 lbs.), med.-ch.	13.05@13.40	12.85@13.10	12.50@12.85	13.15@13.40	12.75@12.90
Lt. wt. (180-200 lbs.), com.-ch.	2.70@13.35	12.60@13.00	12.15@12.65	12.90@13.40	12.50@12.90
Lt. lt. (130-160 lbs.), com.-ch.	12.00@13.25	11.50@12.90	11.25@12.40	12.00@13.30	12.50@12.75
Packing hogs, smooth	11.80@12.10	12.00@12.25	11.75@12.00	11.50@11.85	11.25@11.50
Packing hogs, rough	11.25@11.80	11.85@12.00	11.50@11.75	11.00@11.50	11.00@11.25
Slight pigs (130 lbs. down), med.-ch.	11.25@12.50	11.25@12.50	9.75@11.75	11.00@12.75	11.75@12.25
Av. cost and wt. Wed. (pigs excluded)	13.38-225 lb.	12.83-236 lb.	12.76-240 lb.	13.32-211 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,100 LBS. UP):</b>					
Choice and prime	10.30@12.40	10.10@11.75	10.15@11.65	10.50@12.00	.....
Good	9.75@10.35	8.50@10.35	9.50@10.65	9.90@11.35	9.25@11.00
Medium	8.75@10.50	8.10@10.00	8.00@10.00	8.80@10.50	7.75@9.25
Common	7.00@8.75	6.35@8.10	6.40@8.00	7.00@8.80	6.25@7.75
<b>STEERS (1,100 LBS. DOWN):</b>					
Choice and prime	11.35@12.40	10.70@11.85	10.65@11.75	11.35@12.25	.....
Good	10.30@11.35	9.90@10.85	10.00@10.75	10.50@11.25	9.50@11.50
Medium	8.75@10.50	8.10@10.00	8.00@10.25	8.60@10.50	7.75@9.75
Common	6.75@8.75	6.25@8.10	6.35@8.00	6.75@8.80	6.00@7.75
Canner and cutter	5.00@6.75	4.50@6.25	4.50@6.35	4.50@6.75	4.25@6.00
<b>LT. YRLG. STEERS AND HEIFERS:</b>					
Good to prime (800 lbs. down)	10.00@11.75	9.80@11.50	9.50@11.35	9.85@11.75	9.00@11.25
<b>HEIFERS:</b>					
Good-choice (850 lbs. up)	8.50@11.50	8.25@10.50	8.35@10.85	8.00@10.50	7.50@9.50
Common-med. (all weights)	5.75@8.50	5.00@8.25	5.00@8.25	5.50@8.80	4.00@7.50
<b>COWS:</b>					
Good and choice	6.25@8.50	6.50@8.35	6.15@8.75	6.75@8.25	6.00@7.50
Common and medium	4.50@6.25	4.35@6.50	4.35@6.15	5.00@6.75	4.00@6.00
Canner and cutter	3.00@4.50	2.50@4.35	2.35@4.35	2.25@5.00	2.00@4.00
<b>BULLS:</b>					
Good-ch. (beef yrlds. excluded)	5.25@7.25	4.75@6.15	4.75@6.50	5.25@6.50	4.50@6.25
Can.-med. (canner and bologna)	3.75@6.25	3.00@4.75	3.00@4.75	3.00@6.25	3.25@4.50
<b>CALVES:</b>					
Med.-ch. (190 lbs. down)	7.50@12.00	6.50@9.50	6.75@9.75	7.50@10.50	5.50@10.00
Cull-com. (190 lbs. down)	5.00@7.50	4.00@6.50	4.00@6.75	3.50@7.50	3.00@5.50
Med.-ch. (190-280 lbs.)	5.00@11.75	5.00@9.25	5.25@9.50	5.50@10.50	4.50@9.00
Med.-ch. (280 lbs. up)	4.25@8.25	4.00@8.50	4.25@8.25	5.00@8.50	3.75@6.50
Cull-com. (190 lbs. up)	3.50@6.75	3.00@5.50	3.00@5.50	4.00@5.00	3.00@4.50
<b>Slaughter Sheep and Lambs:</b>					
(Quotations on full woolled basis.)					
Lambs, med.-pr. (64 lbs. down)	14.00@16.25	13.75@15.85	13.75@15.50	14.00@16.00	13.25@16.75
Lambs, med.-pr. (92 lbs. up)	13.00@16.25	.....	13.00@16.00	.....	12.50@14.75
Lambs, cull-com. (all weights)	12.00@14.00	10.75@13.75	12.00@13.75	12.00@14.00	11.00@13.25
Yearling wethers, med.-prime	10.50@13.25	10.50@13.25	10.50@12.75	10.50@13.25	10.00@12.75
Wethers, med.-pr. (2 yrs. old and over)	8.50@12.25	7.25@10.75	7.50@11.25	8.00@12.00	7.75@11.50
Ewes, common to choice	6.25@9.50	6.00@9.25	6.25@9.50	6.00@9.50	5.25@9.00
Ewes, canner and cull	3.00@6.25	2.50@6.00	2.75@6.25	3.00@6.00	2.00@5.25

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heavies at the inside figure; light lights and pigs have better call and are 25c higher; bulk 130@150 lbs., \$12.50@13.25; 100@130 lbs., \$11.00@12.75; packing sows about 50c lower; bulk, \$11.60@11.75.

**SHEEP**—Fat lambs are generally 25c higher than week ago, some shorn lambs 50c higher; aged sheep unchanged. Top wool lambs, \$16.00; bulk, \$15.35@16.00; top clippers, \$13.15; bulk, \$12.25@12.75; choice Nebraska wool ewes, \$9.50; bulk wool ewes, \$9.25.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., April 9, 1925.

**CATTLE**—Increased supplies of fed steers, most of which were heavies, coupled with a narrow shipping outlet, were responsible for a rather dull cattle market and prices on most classes are lower for the week. Most of the loss was shown on the weightier types which are 25@40c off, while medium weights and yearlings are 15@25c off; handyweights and yearlings sold up to \$11.50, the week's top and best heavies reached \$11.25, these averaging 1,679 lbs.

Bulk of the fed steer offerings during the week were of value to sell from \$8.65@11.60, which included Colorado pulp-fed offerings from \$9.00@10.15. Cattle-feds from Texas and Oklahoma brought from \$7.75@8.50.

Dressed beef cows and butcher cows and heifers closed steady to strong, but canners and cutters are 10@15c lower. No change was made in bull prices.

Veal calves are 25@50c lower, while other killing calves held steady. Top veals sold at \$9.00 on the close.

**HOGS**—Continued light receipts and a fairly liberal shipping demand favored the week's trade in hogs and closing levels are mostly 15@25c higher on lights and butchers, while light lights show gains of 50c or more. Trade has been very uneven and sharp price fluctuations resulted. Prices were sharply higher on closing days of last week but on opening days of this week most of the gain was erased. Some reaction has been in evidence this week and on the late days a stronger undertone prevailed especially to big killers.

Best light and medium weights sold at \$13.10 and heavies up to \$13.00 on today's market. Packing sows closed 25c higher with \$12.00@12.25 taking the bulk.

**SHEEP**—Prices on both fat sheep and lambs are around 25c lower than last Thursday. Although receipts were moderate, the demand was only fair due largely to unsettled condition of eastern dressed meat market. Best woolled lambs sold at \$15.90 with the bulk of desirable weight kinds at \$15.25@15.75.

Clipped lambs sold up to \$13.50 for handyweights while weighty kinds ranged down to \$10.75. A few small lots of native springers cashed from \$17.00@18.50.

Fat woolled ewes sold largely from \$8.50@9.00, while shorn wethers were most numerous from \$8.25@8.50.

Order Buyers  
of

**Cattle Calves**  
**Hogs Lambs**  
**Henry Knight & Son**  
Bourbon Stock Yards  
Louisville, Ky.  
References: Dun & Bradstreet

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

St. Paul, Minn., April 8, 1925.

**CATTLE**—Heavy steer costs were reduced here unevenly 25@50c or more in line with outside news. In extreme cases sellers claimed losses of 75c@1.00 from last week high time, however, heavy water fills were especially evident and accounted for this in part.

Much of the steer run was on the in-between order and sold within a price spread of \$8.00@9.25, good grade handyweights selling upwards to \$10.25 while mixed yearlings established a new top for the year at \$11.25, 22 head of 976 lb. weights going at this price, heavy kinds above the 1,300 lb. line stopping at \$10.10.

Butcher stock values have held all of last weeks advances under light supplies. Bulk of the fat cows are selling at \$5.00@6.50 with better grade weighty kinds upwards to \$7.50. Fat heifers predominate in the \$6.00@7.50 spread lighterweights scoring upwards to \$8.50.

Canners and cutters are on a \$2.50@4.00 basis for extremes in quality, bologna bulls from \$4.00@4.50.

**HOGS**—Hog receipts totaled 37,400 compared with 37,500 a week ago and 49,800 a year ago. Butcher hogs show a gain of 15c compared with a week ago, with light weights 40@75c or more up, packing sows steady to 25c lower, these uneven price changes reflecting the usual seasonal changes which have taken place in the market.

Bulk of the good lights and butchers sold today at \$12.90, with one load at \$13.00 and a few down to \$12.75. Packing sows bulked at \$11.25@11.50.

**SHEEP**—Strong to 25c or more higher prices are prevailing for fat lambs compared with a week ago, with sheep about steady. Desirable weight lambs are sell-

ing at \$15.00@15.50 and above, heavies and culls mostly around \$12.50@13.00.

Fat woolled ewes are going at \$7.00@9.00.

### ST. JOSEPH

(Special Letter to The National Provisioner.)

St. Joseph, Mo., April 7, 1925.

**CATTLE**—Cattle receipts for two days this week were around 5,000 compared with 5,562 same days a week ago. Bulk of the supply consisted of steers and general quality was much better than the previous week.

Despite lighter receipts there was a weak tone to the trade and values are around 25@40c lower for the period. Best medium and handy-weights sold at \$10.75, and there were numerous sales at this figure. Bulk of all sales ranged \$9.25@10.75. Colorado and Nebraska pulpers sold \$9.25@10.25.

The supply of she stock and yearlings was only moderate and values held generally steady. Mixed yearlings ranged \$8.25@10.25, heifers mostly \$6.50@9.25, with best in load lots up to \$10.50. Odd head of cows sold up to \$8.25, bulk of fair to good kinds \$5.00@7.25, and canners and cutters \$2.50@4.00.

Bulls mostly \$4.00@5.00, with a few choice kinds up to \$6.50 or higher. Calves 50c lower; top veals \$9.00.

**HOGS**—Hog receipts around 8,300 for two days compared with 8,066 same period a week ago. Though supplies were not heavy, prices declined 35@40c. Tuesday's top was \$13.00 and bulk of sales \$12.50@13.00.

Packing sows mostly \$12.00.

**SHEEP**—Around 13,600 sheep were received in two days this week and the market is 15@25c lower. Fed lambs ranged \$15.00@15.75, California springers averaging 76 lbs. brought \$16.00 and native springers sold at \$16.50.

Ewes sold \$9.00@9.50, wethers \$9.50@10.25 and yearlings 12.00@12.50.

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## PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, April 4, 1925, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,764	3,100	5,945
Swift & Co.	5,760	5,200	3,077
Morris & Co.	4,242	2,300	3,123
Wilson & Co.	4,513	4,500	4,390
Anglo-American	863	1,000	.....
G. H. Hammond Co.	2,995	1,500	.....
Libby, McNeill & Libby	1,043	.....	.....
Brennan Packing Co.	7,000	hogs; Miller & Hart,	.....
2,600 hogs; Independent Packing Co.,	2,700 hogs;	.....	.....
Boyd, Lunham & Co., 4,100 hogs; Western Packing	.....	.....	.....
& Provision Co., 6,000 hogs; Roberts & Onke, 5,400	.....	.....	.....
hogs; others, 10,400 hogs.	.....	.....	.....

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,936	860	2,308	5,017
Cudahy Pkg. Co.	3,257	1,252	1,837	4,997
Powder Pkg. Co.	411	6	.....	.....
Morris & Co.	2,780	961	1,332	3,812
Swift & Co.	2,521	1,052	2,838	5,863
Wilson & Co.	3,223	190	3,029	4,781
Local butchers	807	118	606	.....
Total	17,935	4,442	11,954	24,271

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,597	7,687	5,249
Cudahy Pkg. Co.	3,994	7,210	10,760
Dold Pkg. Co.	888	5,776	.....
Morris & Co.	2,672	3,588	5,336
Swift & Co.	5,270	5,977	11,033
Glassburg, M.	42	.....	.....
Hoffman Pkg. Co.	65	.....	.....
Mayerovich & Vail	54	.....	.....
Mid-West Pkg. Co.	67	.....	.....
Omaha Pkg. Co.	93	.....	.....
John Roth & Sons	53	.....	.....
S. Omaha Pkg. Co.	373	.....	.....
Lincoln Pkg. Co.	235	.....	.....
Nagle Pkg. Co.	216	.....	.....
Sinclair Pkg. Co.	206	.....	.....
Wilson & Co.	.....	3,073	.....
Kennett-Murray Co.	.....	5,847	.....
J. W. Murphy	.....	7,706	.....
Other buyers, Omaha	.....	.....	.....
Total	17,949	46,863	30,578

## ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	1,933	6,960	742
Swift & Co.	2,197	5,310	876
Morris & Co.	1,871	2,698	448
St. Louis Dressed Beef Co.	1,437	.....	.....
Independent Pkg. Co.	819	1,332	.....
East Side Pkg. Co.	.....	1,169	.....
Hell Pkg. Co.	.....	1,248	30
American Pkg. Co.	.....	1,418	.....
Krey Pkg. Co.	.....	610	.....
Sartorius Pkg. Co.	.....	136	713
Siehoff Pkg. Co.	.....	7,783	32,085
Butchers	.....	.....	891
Total	16,790	53,843	2,984

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	8,377	677	4,849	17,832
Armour & Co.	2,301	333	1,972	2,573
Morris & Co.	1,809	356	2,638	2,708
Others	2,574	98	7,721	4,080
Total	10,061	1,464	17,200	26,997

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,181	204	8,808	873
Armour & Co.	3,118	214	10,579	369
Swift & Co.	1,727	133	5,016	740
Sacks Pkg. Co.	59	28	.....	.....
Smith Bros. Pkg. Co.	50	26	.....	.....
Local butchers	86	52	2	.....
Order buyers and packer	.....	.....	.....	.....
shipments	1,450	.....	20,715	.....
Total	9,680	637	45,120	1,982

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,497	1,043	2,001	15
Wilson & Co.	1,493	972	1,556	16
Others	85	30	280	1
Total	3,045	2,025	3,837	32

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,987	3,061	12,013	407
Kingan & Co.	1,089	800	8,207	272
Indianapolis	1,033	103	678	55
Armour & Co.	267	82	2,553	45
Hilgemeyer Bros.	.....	.....	850	.....
Brown Bros.	155	20	.....	.....
Bell Pkg. Co.	176	6	510	.....
Riverview Pkg. Co.	8	.....	146	.....
Schussler Pkg. Co.	36	.....	310	.....
Meier Pkg. Co.	77	7	407	.....
Indianapolis Prov. Co.	.....	.....	228	.....
Art. Walbritz	2	36	.....	22
Hoosier Abat. Co.	25	.....	.....	.....
Others	353	144	35	2
Total	5,787	4,259	25,937	803

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,106	564	3,672	1,445
Armour & Co.	1,063	275	4,023	3,298
Blayney-Murphy	691	21	1,374	.....
Others	609	534	971	1,001
Total	3,490	1,424	10,640	5,744

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	570	61	3,530	84
Kroger Groc. & Bak. Co.	170	63	1,583	.....
Gus Juengling Co.	139	121	.....	20
J. & F. Schroth Pkg. Co.	12	.....	2,100	.....
H. H. Meyer Pkg. Co.	98	.....	1,539	.....
J. Hillberg	141	.....	.....	20
Wm. G. Rehn & Son	143	20	.....	.....
Peoples Pkg. Co.	29	137	.....	.....
A. Sanders Pkg. Co.	5	.....	1,244	.....
Sam Gall	.....	.....	.....	183
J. Schlachter's Sons Co.	241	278	.....	44
Total	1,468	680	9,996	351

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,433	628	3,925	1,043
Dold Pkg. Co.	436	82	2,896	.....
Local butchers	157	.....	.....	.....
Total	2,026	710	6,821	1,043

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
St. Paul packers	8,453	12,490	43,366	2,586
Others	497	720	7,080	.....
Total	8,950	13,210	50,446	2,586

## RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending April 4, 1925, with comparisons:

## CATTLE.

	Week ending April 4, 1925.	Prev. week.	Cor. week.
Chicago	24,180	27,037	28,341
Kansas City	17,935	19,000	18,926
Omaha	17,049	22,838	20,224
St. Louis	16,790	16,618	15,527
St. Joseph	10,061	9,910	9,961
Sioux City	9,680	11,013	8,505
Oklahoma City	3,045	4,595	1,476
Indianapolis	5,787	5,651	5,694
Cincinnati	1,468	1,615	967
Milwaukee	2,026	2,409	1,248
Wichita	2,026	1,933	1,277
Denver	3,490	2,847	2,422
St. Paul	8,920	8,730	6,762
Total	121,360	134,194	118,330

## HOGS.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	Oklahoma City	Indianapolis	Cincinnati	Milwaukee	Wichita	Denver	St. Paul	Total
	55,000	11,954	46,863	53,843	17,200	45,120	3,837	25,937	9,996	6,821	6,821	10,640	50,446	337,657
	92,300	23,846	72,808	58,794	38,408	61,931	7,143	26,564	9,048	8,060	8,821	17,585	66,694	468,583
	132,600	36,873	93,005	76,139	17,200	71,679	5,802	43,673	17,275	8,064	17,585	10,462	55,064	606,625

## SHEEP.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	Oklahoma City	Indianapolis	Cincinnati	Milwaukee	Wichita	Denver	St. Paul	Total
	51,121	24,271	30,578	2,984	26,997	1,982	803	82	32	44	2	14	32	148,492
	50,257	25,121	43,128	2,964	38,033	2,951	2	2	2	2	2	2	2	172,301
	37,875	20,904	43,128	2,964	38,033	2,951	2	2	2	2	2	2	2	103,704

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending April 2, 1925, with comparisons:

## BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Apr. 2, 1925.	Same week ended Mar. 26, 1925.	Week ended Mar. 26, 1925.
Toronto	\$ 8.40	\$ 8.00	\$ 8.75	.....
Montreal (W)	8.50	7.75	8.00	.....
Montreal (E)	8.50	7.75	8.00	.....
Winnipeg	8.85	7.00	7.00	.....
Calgary	7.00	6.00	7.00	.....
Edmonton	7.00	6.00	7.00	.....

## VEAL CALVES.

	Toronto	Montreal (W)	Montreal (E)	Winnipeg	Calgary	Edmonton
	13.50	7.25	7.25	10.00	9.25	8.00
	12.50	8.00	8.00	10.00	9.00	8.00
	12.50	8.00	8.00	10.00	9.00	8.00

## SELECT BACON HOGS.

	Toronto	Montreal (W)	Montreal (E)	Winnipeg	Calgary	Edmonton
	15.06	14.60	14.60	13.75	14.30	13.75
	8.50	9.00	9.00	8.49	7.25	7.25
	15.53	15.25	15.25	14.30	14.30	14.30

## GOOD LAMBS.

	Toronto	Montreal (W)	Montreal (E)	Winnipeg	Calgary	Edmonton
	16.00	12.50	12.50	13.50	13.75	14.00
	16.00	12.50	12.50	13.50	13.75	14.00
	16.00	12.50	12.50	13.50	13.75	14.00

\$ Price per head.

## RECEIPTS AT CENTERS.

## SATURDAY, APRIL 4, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	5,000
Kansas City	300	1,000	.....
Omaha	400	4,000	3,500
St. Joseph	300	1,200	2,000
Sioux City	600	5,000	200
St. Paul	200	500	.....
Oklahoma City	100	200	.....
Fort Worth	200	200	.....
Milwaukee	.....	No receipts.	.....
Denver	200	300	4,200
Louisville	.....	300	.....
Wichita	400	300	.....
Indianapolis	100	3,000	100
Pittsburgh	100	1,000	300
Cincinnati	200	1,300	.....
Buffalo	100	1,000	.....
Cleveland	100	1,000	.....
Nashville, Tenn.	.....	200	.....
Toronto	400	300	.....

## MONDAY, APRIL 6, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	41,000	19,000
Kansas City	15,000	4,500	8,000
Omaha	9,500	6,500	12,000
St. Louis	5,000	11,500	1,000
St. Joseph	2,500	4,000	9,000
Sioux City	3,500	7,000	1,000
St. Paul	4,500	11,500	1,000
Oklahoma City	2,400	1,000	.....
Fort Worth	5,000	2,000	400
Milwaukee	200	800	100
Denver	2,800	1,100	6,500
Louisville	600	700	300
Wichita	3,000	1,200	200
Indianapolis	1,200	4,500	100
Pittsburgh	1,000	5,000	7,500
Cincinnati	1,200	3,600	100
Buffalo	2,300	10,000	8,000
Cleveland	900	4,500	1,500
Nashville, Tenn.	100	500	.....
Toronto	2,300	1,100	300

## TUESDAY, APRIL 7, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	24,000	13,000
Kansas City	9,500	5,500	5,000
Omaha	8,500	9,000	6,500
St. Louis	6,000	15,500	1,000
St. Joseph	2,000	4,000	6,000
Sioux City	2,000	10,000	1,000
St. Paul	2,500	10,000	500
Oklahoma City	1,500	600	
Fort Worth	3,000	500	800
Milwaukee	800	2,400	200
Denver	1,000	2,400	6,500
Lowville	1,000	200	
Wichita	1,000	1,200	100
Indianapolis	1,400	7,000	300
Pittsburgh	100	1,000	1,500
Cincinnati	500	4,100	200
Burling	300	1,000	1,000
Cleveland	200	2,000	2,000
Nashville, Tenn.	100	500	200
Toronto	1,100	1,600	200

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—Active. In addition to the 10,000 hides reported sold late in week, about 15,000 more branded steers moved at old prices. One thousand March northern native bulls sold at 11c and 1,500 St. Paul heavy cows made 13½¢ for March and 13½¢ for April. Killers report ample inquiry for all material in hand, at old rates, but they feel slight increase warranted on native lines. Tanners refuse to change their views. Natives made 14c; Texas and butts sold at 14c; Colorados realized 13½¢; branded cows 13c; some ask 13½¢; heavy cows 13c; lights 13½¢ last paid; some ask ¼¢ more; native bulls 11c. Branded 9½¢ bid Ft. Worth, held 10c; small packer hides held 14c.

**COUNTRY HIDES**—Bullishness continues rampant in the top quality merchandise while the mediocre qualities are rather slow. Heavy hides of choice description quoted at 11½¢ now reported available and sellers talking 12c for cows. Michigan weights 25@60 lbs. sold at 12½¢ f.o.b. Similar all weights moved at 11½¢ and western and similar all weights carrying 25-40% grubs sold at 11½¢. Iowa and similar 50 lbs. up hides sold at 11c delivered and similar 50 lbs. down made 12c in the past few days. Light hides are getting almost undivided attention. Offerings noted in grub free current receipts 25@45 lbs. at 14c are still untaken. Heavy steers are quoted 12½@13½¢; heavy cows 11@12c; butts 11½@12c for business and much higher rates asked for back dating lines. Extremes 13½@14½¢ as to descriptions; branded country hides 10@10½¢ flat and country packers at 11@13c; bulls 9¼@10c; country packers at 10¼@10½¢ and glue hides around 7½@8c.

**CALFSKINS**—Quiet. Business is at a standstill because buyers decline to display interest. Sellers are willing to talk trade but have ideas above last sales in most every instance. Packers talk 22@23c and last sales were at 20c. City collectors last sold at 19c and some material is on sale at 20c. Outside skins last sold at 18@19c from first salt and limited lines still reported available. Outside varieties are getting the call it is said to the exclusion of local stock. Resalted lines 17@18c; country stock 15@16c; deacons 1.05@1.20; cities 1.40@1.50. Slunks \$1.00. Kip are quiet and featureless; packers last sold at 16c; cities 15c; countries 13@14c.

**MISCELLANEOUS MARKETS**—Dry hide quiet at 19½@20c. Horse hides

showing more life. Car good mixed made \$5.00. Three cars light average mixed \$4.25 bid and \$4.50 asked. Packer pelts \$3.00@3.50 nominal; shearling \$1.00@1.10 for kinds; dry pelts 32@35c; pickled skins \$9.50@10.50 doz.; hogskins 20@35c; strips 6c.

## New York.

**NEW YORK PACKER HIDES**—Practically all March city slaughter stock has been sold out and nothing of April take-off offered as yet. The remaining small parcel of March Colorados moved at 13c, or a steady level. April kill is expected to be withheld from sale for a week or two and to be held for more money when placed on sale. In the absence of definite trends, the last prices are quoted, natives 14c; butts 13½¢; Colorados 13c; cows 13@13½¢ asked; bulls 10½¢ asked.

**OUTSIDE PACKER HIDES**—Pending offering of April stock the situation in small packer hides is listless, as practically all the earlier goods have been sold. A couple of cars of back dating material was moved earlier in the week at 12½¢ for all weight native descriptions. Most sellers consider March stock worth 12¼@13c and the opinion is that as much as a cent advance will be asked on the early offerings of April kill. Already some mid western killers have priced April natives at 14c and brands at 13½¢, but no response has been received.

**COUNTRY HIDES**—Holders continue rather firm in their ideas of value all along the line. Tanners in the east are displaying a moderate interest, particularly in top quality merchandise while neglecting stock of mediocre description. Western buyers are looking on. Mid western lights 25@25½, have been selling at a range of 13@14c as to descriptions, with the outside for back dating grub free goods. Canadian lights have been ranged around 12¼@13½¢ flat as to description. Middle weight and heavy weight hides have not been very buoyant of late, there not being much competition for material. Canadian butts and heavy cows quoted 11½@11½¢ flat asked; mid western stock 11¼@11½¢ asked.

**CALFSKINS**—Increasing receipts are noted in calfskins in all sections and buyers are inclined to expect recessions to match the availability of material. New York sellers have been moving medium and heavy weight skins at \$2.35@2.90 though some sellers claim a little more money on heavies.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending April 4, 1925:

	CATTLE.	
	Week ending Apr. 4.	Cor. week. 1924.
Chicago	24,180	27,037
Kansas City	22,685	24,747
Omaha	19,197	20,083
St. Louis	15,857	14,282
St. Joseph	8,951	8,831
Sioux City	8,873	9,220
Cudahy	941	656
Port Worth	6,088	7,843
Philadelphia	2,069	2,023
Indianapolis	1,959	1,994
Boston	1,708	1,756
New York and Jersey City	10,678	9,698
Oklahoma City	5,070	6,774

HOGS.		
Chicago	55,000	62,300
Kansas City	12,174	23,646
Omaha	23,739	31,760
St. Louis	25,068	34,512
St. Joseph	9,035	13,988
Sioux City	28,042	54,700
Cudahy	4,251	3,305
Ottumwa	8,390	10,590
Port Worth	5,422	11,862
Philadelphia	14,323	15,174
Indianapolis	11,568	14,772
Boston	7,333	10,827
New York and Jersey City	44,225	42,851
Oklahoma City	3,837	7,143

SHEEP.		
Chicago	51,121	50,257
Kansas City	24,448	25,124
Omaha	26,058	36,585
St. Louis	4,069	4,901
St. Joseph	22,908	27,265
Sioux City	2,759	3,098
Cudahy	110	221
Ottumwa	2,584	1,775
Philadelphia	5,275	4,167
Indianapolis	55	488
Boston	3,102	3,041
New York and Jersey City	38,848	35,090
Oklahoma City	32	2

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending April 11, 1925, with comparisons, are as follows:

PACKER HIDES.			
	Week ending Apr. 11, '25.	Week ending Apr. 4, '25.	Corresponding week 1924.
Spread native			
steers	@16cn	@16cn	No market.
Heavy native			
steers	@14½c	@14c	@12c
Heavy Texas			
steers	@14½c	@14c	@12c
Heavy butt			
branded			
steers	@14½c	@14c	@12cn
Heavy Colorado			
steers	@13½c	@13½c	@11c
Ex-light Texas			
steers	@13½c	@13c	@ 8c
Branded cows	@13½c	@13c	@ 8c
Heavy native			
cows	@13½c	@13c	@10cax
Light native			
cows	@13½c	@13c	@ 9½c
Native butts	@10½c	@10c	@ 8½c
Branded butts	@9½c	@9c	@ 7c
Calfskins	22½@23½cn	22½@23½cn	@19c
Kip	@16c	@17c	@17c
Kips, overwt.	@14½c	@15c	....
Kips, branded	@12½c	@13c	....
Slunks, regular	@1.00	@1.00	@.25
Slunks, hairless	@.65c	@.65c	@.50c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Week ending Week ending Corresponding			
	Apr. 11, '25.	Apr. 4, '25.	week 1924.
Natives, all			
weights	@13½c	@13½c	@ 9½c
Bulls, native	@10½c	@10½c	@ 8c
Br. str. hds.	@13c	@13c	@ 8c
Calfskins	@18c	@18c	@18c
Kip	@14½c	@14½c	@15c
Slunks, regular	@1.30	@1.30	\$1.50@1.60
Slunks, hairless	@.50c	@.50c	35 @.40c

## COUNTRY HIDES.

Week ending Week ending Corresponding			
	Apr. 11, '25.	Apr. 4, '25.	week 1924.
Heavy steers	@12½c	@12½c	@ 10c
Heavy cows	@11½c	@11½c	@ 8c
Butts	@11½c	@11c	7½@ 8c
Extremes	@13c	@12½c	@10c
Bulls	@8½c	@8c	@ 7c
Branded hides	@9½c	@9½c	@10c
Calfskins	@14½c	@15c	@14c
Kip	@13c	@13c	@12c
Light calf	\$.80@1.00	\$1.00@1.10	\$1.15@1.25
Deacons	\$.80@1.00	\$1.00@1.10	\$1.00@1.10
Slunks, regular	\$.90@1.00	\$1.00@1.10	\$1.00@1.10
Slunks, hairless	\$.25@.30	\$1.00@1.10	\$1.00@1.10
Hogskins	\$.25@.30	\$1.00@1.10	\$1.00@1.10

## SHEEPSKINS.

Week ending Week ending Corresponding			
	Apr. 11, '25.	Apr. 4, '25.	week 1924.
Large packers	\$3.00@3.50	\$3.70@3.90	\$3.25@3.45
Small packers	\$3.25@3.50	\$4.25@4.75	\$3.35@3.50
Pkrs. shear'gs	\$1.00@1.10	\$1.00@1.05	@1.15
Dry pelts	\$.32@.35	\$0.32@.34	\$0.28@0.31

## Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of February, 1925, based on reports received from 4,520 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

Kind	Stocks on Hand or in Transit.				Stocks disposed of during
	February, 1925.	January, 1925.	February, 1924.	February, 1925.	
Cattle, total	4,748,511	4,751,234	4,832,428	1,648,422	
Domestic—packer	2,864,462	2,919,000	2,809,520	995,231	
Domestic—other than packer	1,518,613	1,450,589	1,611,183	561,280	
Foreign (not including foreign-tanned)	363,436	381,645	411,725	91,905	
Buffalo	12,282	15,122	17,320	3,650	
Cattle and kip, foreign-tanned	11,327	12,941	12,941	6,815	
Calf and kip	2,738,544	2,891,694	2,436,488	1,028,609	
Horse, colt, ass, and mule:					
Hides	135,773	119,418	142,590	32,451	
Fronts	76,028	82,166	84,195	8,847	
Butts	164,271	152,243	150,106	18,619	
Shanks	31,401	40,831	14,187	20	
Goat and kid	7,421,062	7,043,488	8,428,738	1,194,597	
Cabretta	580,200	487,806	688,437	61,936	
Sheep and lamb	4,769,259	5,208,947	5,866,313	2,398,165	
Skivers and fleshers	82,050	89,981	104,050	48,026	
Kangaroo and wallaby	230,157	319,929	416,991	136,062	
Deer and elk	384,876	328,228	186,061	10,356	
Pig and hog	35,352	35,624	103,318	46,754	
Pig and hog strips	410,787	352,700	556,110		



# ICE AND REFRIGERATION

## ICE NOTES.

A new ice manufacturing plant is to be erected in Holtville, Calif.

Polar Ice Company is erecting a new ice plant in Chehalis, Wash.

City Ice & Cold Storage Company plans to rebuild its ice storage plant which was burned at Spring Lake, Mich.

A new cold storage plant is to be constructed at Wenatchee, Wash., by the Entiat Fruit Growers' League.

A new ice plant is planned for Rule, Tex., by F. R. Eaton and his two sons, Roy and Frank R.

Citizens Ice and Cold Storage Company and the Little Rock Ice and Brewing Company have been combined with the Arkan-

sas Light & Power Company, Texarkana, Ark. The new combine will be known as the Southwestern Ice and Service Company.

Sidney Artificial Ice & Cold Storage Company plant at Snyder, Nebr., has been sold to Roy Liggett and Clarence McDowell.

F. B. Hall, manager of the San Saba, Tex., light and ice plant, is said to be making plans for the erection of a new cold storage plant at Richland Springs, Texas.

A new wholesale cold storage plant is to be erected in Dallas, Tex., by the Morgan Warehouse and Commercial Co. of that city.

It is hoped to have the new cold storage plant being erected in Yakima, Wash., by the Roche Fruit and Produce Company, ready by June 1, 1925.

The new plant of the Crystal Ice and Storage Company, Eugene, Ore., will be in operation by May 1, according to a recent announcement.

Work is progressing rapidly on the new cold storage plant being erected in Hillsboro, Tex., by the Hillsboro Cotton Oil Mill.

Hennessey Ice Company's plant at Kingfisher, Okla., has been sold to the Arctic Ice Company, Enid, Okla.

The plant of the Eureka Ice and Cold Storage Company, Ferndale, Calif., is being remodeled and enlarged.

sponding variations in the price of live sheep and lambs. With prices high at the beginning of the year, values decrease fairly uniformly till they reach their low points in late fall, during the range marketing season. It is evident also that sheep prices undergo more violent changes than do lamb prices.

In discussing food requirement and meat demand, the authors of this study say:

"While the total amount of food calories required for the population at large maintains a fairly constant relationship to the number of individuals that must be fed, the sources from which these calories may be derived are subject to considerable variation.

"Two factors are particularly important in this connection—the taste preferences of the consuming public, and the price at which different foods may be purchased. These two factors are somewhat inter-related, since price is partly determined by the intensity of the desire to buy, and partly by the volume of each product available. Both taste preferences and supplies vary from time to time, and over a period of years definite trends are readily distinguishable, while within each year seasonal variations occur.

## Foods Compete With One Another.

"Different kinds of food compete with one another in their appeal to the consumer. During times of relative prosperity, for instance, the demand for the more expensive and more appetizing food units is broadened. Consequently we find the demand for the higher grade meats and meats products strengthened. On the other hand, in periods of depression the public is likely to make such changes in the diet that a greater proportion of the nutrients are derived from cheaper, but also less tempting, goods. At such times the demand for the so-called meat substitutes is broadened because many people believe they cannot afford real meat.

"The competition between different kinds of food is, however, not limited to products of different general nature, since the meats themselves also enter into competition with one another. An example of this kind was experienced during the recent period of low hog and pork prices, when beef could not stand the pork competition as the spread in quotations between the two widened."

## Should Choose Meats Wisely.

The study shows, the authors conclude, that considerable discretion on the part of the consumer purchaser may be used in his selection of meats. At some seasons one kind constitutes a bargain and at another season another kind. Considerable savings may be realized in buying if preference is given to the meats which at any particular time constitute the best value.

It is to a great extent out-of-season buying which makes meat seem an expensive food.



## An Iceberg

With its great store of natural refrigeration, cannot equal a Frick Refrigerating Machine for the cooling service of meat markets, general stores, restaurants, and dozens of other forms of business.

For an iceberg cannot produce

**Cool Air that is Dry  
Any Temperature You Want  
Constant Results from  
Small Space**

These very facts have made Frick Refrigerating Plants paying investments through the last 42 years.

The services of our engineers are always available to those interested. No obligation on your part. For quick attention to your cooling troubles, write, wire, or phone

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ICE MACHINERY SUPERIOR SINCE 1882

Distributors in 40 Cities

## BUYING MEAT OUT OF SEASON.

(Continued from page 23.)

veal becomes relatively cheaper and continues on a low level throughout summer and fall, except for a slight increase in September and October."

The pork products curves are presented in Chart II. The illustration pictures the striking changes in pork values, caused by the abnormal hog marketing from 1922 till the spring of 1924. It also indicates the strong recovery since last summer.

The fluctuations in curves quite closely follow the seasonal changes in hog marketing. During mid-winter and also around June, hog receipts are heavy and prices are correspondingly low. During these same months, pork loins, which are sold fresh, also reach their low points in relative price, while bacon and ham values move one to two months later because of the time necessary for the curing process.

## Lamb Prices Influenced by Marketings.

The variations in the amount of lamb and mutton that could be purchased for 100 pounds of beef show that the relative values of these meats are also influenced by the seasonal marketing and the corre-

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## A TRIP *through the* JAMISON PLANT



**You'll find pure cork—nothing else—  
in every Jamison Door**

**I** WANT everybody to take a real good look at this picture because it shows you a part of our doors that you have to take for granted—the insulation. It's there, but you don't see it—except when you step inside our plant like you're doing now.

Here the camera catches us in the act of assembling a Jamison Sharp FREEZER Door. Look closely and you'll note that one layer of cork is placed vertically and the other horizontally. The corkboard is laid up in hot asphalt or is encased in waterproofed insulating paper, as the purchaser specifies.

Our own specifications for Standard COOLER Doors call for granulated cork hammered in and encased in waterproof insulating paper; but corkboard can be substituted if desired. Or even with the Sharp Freezer Doors, other insulating materials than cork can be used if the purchaser has a preference.

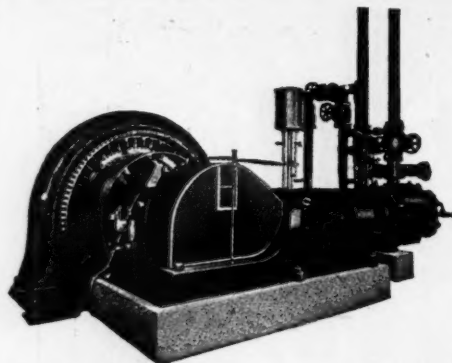
The point is that whatever the material, we know how to install it—*right*—so that it won't shake loose or settle and so that it will give best results for the thickness used. Our job is to build doors that last—and outlast. The kind of doors you'd expect from best grade materials, strong, heavy, specially designed hardware, and good, conscientious, sober workmen (like the ones in the picture).

Incidentally, there's something else in this particular picture worth observing. Note the 2"x4" running diagonally through the door. That's a brace which adds several years to the life of every door we make. It absolutely prevents sagging. It's the cause of less door trouble in more than 15,000 plants, big and little, both here and abroad.

President

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JAMISON COLD STORAGE DOOR COMPANY  
HAGERSTOWN, MARYLAND, U. S. A.



300 ton direct connected Electric Driven De La Vergne High Speed Machine

## De La Vergne Ice & Refrigerating Machines

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

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## STEVENSON'S 1922 "Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (23½ in.) \$8.50  
Prices F. O. B. Chester

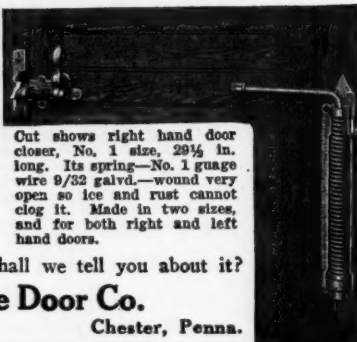
State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

### Stevenson Cold Storage Door Co.

1511 West Fourth St.

Chester, Penna.



Out shows right hand door closer, No. 1 size, 29½ in. long. Its spring—No. 1 gauge wire 9/32 galvd.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

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## Novoid Pure Baked Corkboard

Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and corners are square and sharp.

Write for booklet.

Cork Import Corp.—345 West 40th St., New York City

#### ELECTRICAL EQUIPMENT.

(Continued from page 22.)

the oil well it will float the oil away and the bearing will wear out in a very short time.

Therefore, in damp places it is good practice to drain the water from the bottom of the oil wells about once each week, or as often as the particular case demands.

Starting compensators, oil switches, and similar apparatus should be carefully watched for moisture formation in the oil tanks. Clean-up men sometimes are careless or ignorant enough to soak electrical

equipment with hot water. This explains why it is customary to have an electrical man always on the job about thirty minutes before starting time.

We often find that careless clean-up men, or condensation, the two arch enemies of packinghouse motors, have disabled the electrical equipment during the night, although it may have been shut down the previous evening in perfectly good condition.

#### Watch Out for Tight Belts.

Two other important things to be watched for are tight belts and tight pulleys. Nothing is more aggravating than to see a gang of repair men battering, straining, and trying to get a pulley off a motor shaft.

These pulleys, when properly fitted, should slip off easily when the set screws are loosened. But we often find that mechanics have fitted pulleys together too tight and have even driven them on with

sledge hammers, making them very difficult to remove, sometimes causing damage to the shaft.

It is much better to take time to ream out the pulley slightly than to force it on the shaft with heavy sledge hammers.

The other important point is to impress upon your millwrights the danger of tight belts on motors. I have seen a good many bearings on the pulley side of motors burned out due to the belts being too tight.

#### Do Not Tamper With Belts.

Motor belts should not be tampered with by persons who do not understand, or who do not use good judgment in keeping the belts at proper tension on motor drives.

Many bearings are destroyed and delays caused by some mechanic who is sent to some department to tighten a slipping belt. He cuts out an extra inch or two to make sure it will be tight enough and leaves immediately after the machinery is started.

The result often is that a few minutes later we get a call for a new motor bearing. Education and training among your belt men and mechanics will overcome this trouble, but they must be continually reminded of this evil.

#### Most Motors are Too Big.

Another thing that is wrong with many of our plants is they are heavily overmanned.

By this I mean larger motors are used than are actually required for the load they are driving. This results in the lowering of the efficiency of the motors, and, in the case of induction motors, low power factor, with its bad effects on the generators and electrical equipment in general.

I believe there are at least 50 per cent of the motors in our plants which can be replaced with motors of one-half the horsepower that is now being used.

Think how much less the overhead charges in your plant would have been, if motors had been purchased half the size of your present motors. This, together with the loss in efficiency due to lightly loaded motors, would amount to thousands of dollars yearly.

It is far better to use a motor that is 20 per cent overloaded than to use one that is, say, only 70 per cent loaded.

Every plant should have equipment such as portable ammeters and voltmeters so that when new machinery is installed the load on the motor can be measured. If this test shows the motors to be underloaded, they should be changed for units of the proper size.

#### Don't Guess at Power Needed.

How many engineers are there here today who will not admit that they simply guess at the horse power required to drive machinery. Some of us take the horse power from the manufacturers' catalog.

There is, however, one machine which always has sufficient load and sometimes it is working a great deal harder than it should be. I refer to that little instrument called the wattmeter.

It is appropriate at this time to call attention to the vast amount of power wasted by lights left burning when not required and motors allowed to run when not actually in use. We have all heard a lot about this many times before, but even though the story is old we must never let up on it. It is every engineer's duty to see that this waste is cut down to the lowest possible point.

The best way to prevent this waste is to provide a meter for measuring the current for each department. I believe this would pay big dividends and, in addition, furnish information that would be valuable in computing the cost of packinghouse operations.

It would also be valuable in comparing



the electrical costs for different plants per unit of finished product. How many of us, for example, know the K. W. hours consumed in drying a ton of tankage?

#### Meter Amount of Current Used.

Consider our fertilizer department for a few moments. Now, at Chicago we have a plant producing a ton of dried tankage with, say, 60 k.w. hours, while at some other plant it is being done with, say, 50 k.w. hours. We would immediately start an investigation as to the reason for this difference.

Most comparisons of power for packing plants are made on a dollars and cents basis. It would be much better if we used the kilowatt hour as a basis for comparison.

I am afraid that our packing house engineers have put the cart before the horse in a good many cases. Instead of working at the source of the power generation, possibly our time would have been better spent had we worked at the finished products end.

We are apt to think, just because we have produced a unit of electrical energy cheaply, that we have done very well. Any power plant engineer can tell you what his power is costing per kilowatt hour at the switchboard, but right here is the point.

He considers this the end of his interest in the cost of it, whereas it is really the starting point! For it is from the switchboard that the energy starts out on its errand of duty.

#### Should Know Product Cost.

We have worked at the generator end long enough. Let us try and work from the finished production end, and I am sure we shall discover many ways to bring about a great lowering of current consumption in our plants.

And, when we do find anything interesting along these lines, let us not keep it to ourselves. Rather let us have it discussed in our meetings here so that they can be broadcast to our many friends who are in the packing business.

I should mention here the great assistance our plant superintendents can be to their engineers in keeping lights and motors turned off when not in use. We are too apt to consider a single lamp a trivial thing and it really is when you consider you can burn a 100-watt lamp 10 hours for 1 cent if your current cost is 1 cent per k.w. hour.

But it has been truly said that, if the little things are taken care of, the big things will take care of themselves.

#### Superintendent Should Support Engineer.

The engineer is likely to become discouraged unless he receives the full support of the superintendent along economical lines. The watch service and police departments should make regular trips through the plant, say once or twice daily, at least, and make a written report to the superintendent, who, in turn, should call any reported discrepancies to the attention of various department heads who should apply the necessary remedy.

Another section of the electrical equipment which should have continued checking up is the number of missing lamps. In some plants an accurate record is kept of every lamp in each department. An employee cannot get a lamp from the storeroom without a written order from his foreman and he must also produce the old lamp or the stub, should the lamp have been broken. If he cannot produce either of these, he must go to the superintendent's office.

At the end of each month the storekeeper reports the number of broken lamps, the number of missing lamps, and the number of burned out lamps for each department. This provides excellent information for the superintendent to check up on unusual numbers of lamps used.

It is a good plan to mark the lamps in some way for each department, so that one department cannot steal from another. A simple paint mark with a color scheme is quite adequate. It will be surprising to many of you how a system of this kind will reduce the number of broken and missing lamps.

It would mean quite a nice saving to many plants if they could save 50 per cent of their yearly lamp bills, but many of you will find it possible to save this amount by a careful system of checking.

#### Mark Lamps to Avoid Theft.

Your lamps should also be marked in some permanent way as a preventive against dishonest employees taking them home. An effective way of making them is to have the words "stolen from Smith's" or "stolen from Johnson & Co." or whoever the owner may be.

There are some employees upon whom this will have little effect, but the majority of men will really be ashamed to take them home when they are thus marked. In a good many cases their wives or children will refuse to have them in the house and consequently the husband will soon stop bringing them home.

#### Keep Your Lamps Clean.

In conclusion, I have another seemingly small, but really important, abuse of electric lamps to be mentioned, and that is the keeping of the globes clean. In well kept plants this is a point which is watched and which results in increased lighting efficiency as well as a much neater appearance.

#### RUSTAD WITH FIXTURE HOUSE.

O. F. Rustad, who was for many years in charge of one of the northwest sales territories for The Brecht Company, has become associated with the Koehler-Heinrichs Company, St. Paul, Minn. This company specializes in the manufacture of high-grade fixtures and Mr. Rustad is in charge of the engineering and contract department. He is a salesman of unusual ability and has a host of friends in the trade who will be interested to learn of his new connection.

#### MONEY IN GRINDING BONES.

An increasing interest in bone grinders by packers and slaughterers is indicated by the large number of orders being placed by progressive concerns for this equipment. Grinding bones for poultry food makes a very profitable side line, as many packers are finding out.

One of the most prominent makers of such equipment is the Easton Engineering & Machine Company, successors to Wilson Brothers, Easton, Pa. This company reports a constantly growing use of their bone grinding machines, green bone cutters, mixers, etc., and other money-saving methods among packers and slaughterers all over the country in their efforts to eliminate all possible waste.



NEW STAKE BODY FOR FORD ONE-TON TRUCK.

The Ford Motor Company has added a stake body to its one-ton truck equipment, introduction of the stake body follows that of the popular all-steel cab and body brought out some time ago, for which there has been a constantly increasing demand.

The new body meets many commercial requirements and is designed for carrying livestock, products and bulky material in general. The body may be used in combination with the all-steel cab. Stakes, which are easily removable, permit a platform truck of good proportions.

Except for floor and rack boards, which are constructed from especially seasoned wood, the body is all steel. The floor space is 5 feet wide and 8 feet, 2 inches long; sides rise 26 inches above the floor.

Racks are in five sections, two on either side and one at the rear. The sections are held together with sturdy steel stakes, ends of which fit snugly into sockets cut into the outer steel frame of the platform. Special connections hold the sections into a rigid body of exceptional strength and durability.



# Chicago Section

George A. Hormel, president of Geo. A. Hormel & Co., Austin, Minn., was in the city this week.

N. J. McLean, of the Harris Abattoir Co., Ltd., Toronto, Canada, came down to the city this week.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Mason City, Ia., was a Chicago visitor this week.

F. H. Staudt, president of the National Guano Co., Aurora, Ill., called on his Chicago friends during the week.

J. P. Grant, of J. P. Grant & Company, provision brokers in New York, spent a few days this week in Chicago.

B. H. Blocksom, of Blocksom & Co., Michigan City, Ind., curled hair manufacturers, was a Chicago visitor this week.

Frank A. Hunter, president of the East Side Packing Co., East St. Louis, Ill., made a business trip to Chicago during the week.

Thomas E. Wilson, president of Wilson & Co., Inc., sailed this week from New York on a business trip to Europe of a few weeks' duration.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 30,722 cattle, 16,547 calves, 56,645 hogs and 43,633 sheep.

H. J. Pluygers, of Pluygers & Co., wholesale meat dealers in Rotterdam, Holland, was a visitor in Chicago this week in the course of an American trip.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, April 4, on shipments sold out, ranged from 7.00 cents to 20.00 cents per pound and averaged 13.50 cents per pound.

Provision shipments from Chicago for the week ending April 4, 1925, with comparisons, were as follows:

	Last week.	Prev. week.	Cor.
Cured meats, lbs.	14,864,000	15,425,000	18,788,000
Fresh meats, lbs.	35,214,000	36,843,000	39,867,000
Lard, lbs.	6,685,000	7,144,000	11,854,000

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
by Roy L. Smith

### SHARP PRACTICES—

- Never made much improvement in dull business.
- Cost the most when they blunt the conscience.
- Are a poor substitute for a constructive business policy.
- Are a mark of inferior management.
- May make profits but they never make permanent clients.
- Have a habit of stabbing progress to death.
- Never made a crooked deal profitable.

C. F. Krusbe, a well known figure in the Chicago stockyards, this week opened a packinghouse brokerage business for himself with offices at 4201 S. Halsted street. Mr. Krusbe has had a great many years of experience with several packing concerns before branching out for himself.

W. C. Davis, investigator in marketing of livestock and meats, U. S. Department of Agriculture, passed through Chicago this week on his return home from the Pacific Coast. While there Mr. Davis

laid plans for the study to be made of retail meat marketing in the Northwest.

W. J. Lake, head of the firm of W. J. Lake & Co., brokers and provision merchants, Seattle, Wash., was in Chicago during the past week on his way home from a trip through the East. Mr. Lake is the leader in his field in the Pacific Northwest, and his firm has wide interests in the food field.

### INSTITUTE ACTIVITIES.

Miss Gurdun Carlson, director of the Department of Home Economics, has returned from an extended tour of the East where she gave a number of meat cutting demonstrations and cookery talks. She leaves the first of next week for a trip through Minnesota, South Dakota and Iowa. While on this trip, she plans to give a number of meat cutting demonstrations and lectures. A meat cutting demonstration is planned for Mason City, and, while in Minneapolis, Miss Carlson will give a number of lectures before the Home Economics Department of the University of Minnesota. She also will stop at Northfield, Minn., to give a meat cutting demonstration to which students of Carleton College, St. Olaf College and the women of the town are invited. At Sioux Falls, S. D., during Better Homes Week, a whole afternoon will be devoted to a program by Miss Carlson which will include a meat cutting demonstration.

Dr. C. R. Moulton, director of the Department of Nutrition, and Dr. W. Lee Lewis, director of the Department of Scientific Research, have been in the East visiting packers on work connected with their departments.

John C. Cutting, acting director of the Department of Retail Merchandising, has been in Kansas City for the last week assisting in the plans for a membership drive for the Meat Council of Greater Kansas City.

George F. Pine      Walter L. Munnecke  
**Pine & Munnecke Co.**  
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efficiency.  
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WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
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### Packing House Products

Oldest Brokers in Our Line

Tallow      Grease      Provisions      Oils      Tankage      Bones      Crucklings      Hog Hair

**The Davidson Commission Co.**

Carcass Beef—P. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork

Quick Reliable Service Guaranteed

Eight Phones      Postal Telegraph Building  
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ations, Investigations  
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**LEON DASHEW**  
Counselor At Law  
15 Park Row New York

**DAN MARTIN LEAVES TRADE.**

Dan W. Martin has resigned as director of the Department of Retail Merchandising of the Institute of American Meat Packers. He will enter the real estate business in Detroit, Mich. He also was secretary of the National Association of Meat Councils and of the Meat Council of Chicago.

John C. Cutting, formerly in the New York office of the Institute, is now in Chicago as acting director of the Depart-



D. W. MARTIN.

ment of Retail Merchandising and as meat council secretary.

Mr. Martin had been with the Institute for two and a half years, after a number of years in the sales and public relations departments of Swift & Company. He had made many friends in the packing industry and in retail circles. His thorough knowledge of selling problems and his cheerful personality made him a valuable aid in any work he undertook.

A luncheon was given in his honor by the Institute staff prior to his departure for Detroit. The several speakers on this occasion indicated that his departure would be a real loss to the industry and to the Institute, as well as to the individuals with whom he had been associated in his work.

**"HELP-YOURSELF" GAS PUMP.**

The inventive mind of B. S. Harrington, of Armour and Company, Ft. Worth, Tex., has again brought forth a new idea which promises to bring him further fame. Mr. Harrington, who is superintendent of the lard refinery of Armour and Company's Ft. Worth plant, will be remembered as the inventor of the lard-filling machine which shared the first prize award in the idea contest held last year by the Institute of American Meat Packers.

His new invention is a gasoline pump operated on the "help yourself" plan. The pump is equipped with slots into which quarters and half dollars may be dropped. These coins, it is said, permit the motorist to obtain from the pump whatever amount of gasoline that amount of money will

buy on that day. Additional coins will, of course, produce more gasoline. The amount of gasoline released by each coin can be regulated by the owner of the pump from day to day according to market fluctuations.

The big advantage of the new pump is said to be the fact that service can be obtained any time, day or night. A patent has been applied for, and it is hoped by the inventor to begin manufacturing and distributing the new pump within the next few months.

**PACKER TO MAKE RADIO TALK.**

President William H. Gehrmann, of the Kohrs Packing Company, Davenport, Iowa, will be "on the air" Friday night, May 8, at 6:50 p. m., central standard time, broadcasting from Station WOC, Davenport, Iowa. Mr. Gehrmann will talk on "From Live Stock to Meat," in a series of lectures being broadcasted from this station under the auspices of the National Live Stock and Meat Board.

**CANADIAN MEAT STOCKS.**

Stocks of meats in storage in Canada on March 1, 1925, compared with March 1, 1924, are reported as follows:

	March 1, 1925.	March 1, 1924.
Pork, lbs.	53,077,457	53,128,752
Lard, lbs.	3,271,527	3,406,350
Beef, lbs.	17,189,979	15,341,771
Veal, lbs.	1,445,964	
Mutton and lamb, lbs.	4,794,354	3,950,303

What are standard temperatures for cooling beef? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

**Who Can Beat This?**

There is a meat packing concern in the Middle West which has the following record:

Not a strike in 20 years.

Did a business of \$1,500,000 last year with an office force of 2 men and 2 girls.

Never ships a single pound of edible product by rail—all by motor trucks.

Has not paid a cent of bank interest for three years, and does not use a dollar of borrowed money.

Has shown steady, consistent growth year after year, right up to last closing period, March 1, 1925.

Cuts today's kill tomorrow. Never leaves a single hog hanging.

Never knows what a sour ham looks like.

**Demands AND GETS higher prices for its products than its competitors.**

What's the answer?

**MANAGEMENT!**

Who can beat this? Send in your story to the Editor.

**CHICAGO LIVESTOCK.****RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 30.....	19,287	5,123	36,278	19,544
Tues., Mar. 31.....	9,928	6,741	10,532	14,868
Wed., Apr. 1.....	7,082	2,503	10,157	8,400
Thur., Apr. 2.....	8,490	7,366	13,532	17,055
Fri., Apr. 3.....	2,919	688	10,510	6,349
Sat., Apr. 4.....	307	66	4,575	4,700

Total last week.....	48,013	22,497	85,974	70,976
Previous week.....	54,601	21,642	127,529	70,508
Year ago.....	51,420	17,249	163,706	63,146
Two years ago.....	57,614	16,467	176,133	82,799

**SHIPMENTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 30.....	4,396	315	13,295	5,077
Tues., Mar. 31.....	5,187	959	8,532	5,257
Wed., Apr. 1.....	3,087	206	3,009	1,595
Thur., Apr. 2.....	3,208	339	4,453	6,099
Fri., Apr. 3.....	1,547	150	7,156	445
Sat., Apr. 4.....	113	...	1,980	480

Total last week.....	15,538	1,689	38,432	19,553
Previous week.....	15,857	964	39,982	19,808
Year ago.....	17,037	329	47,473	23,942
Two years ago.....	15,769	590	31,023	24,908

Receipts at Chicago Stock Yards thus far this year to April 4, with comparative totals:

	1925.	1924.
Cattle.....	756,976	709,342
Calves.....	239,291	210,289
Hogs.....	2,336,917	3,304,701
Sheep.....	984,120	1,015,110

Combined weekly hog receipts at eleven markets for week ending April 4, with comparisons:

	Week.	Year to date.
Week ending April 4.....	388,000	10,214,000
Previous week.....	510,000	
Corresponding week, 1924.....	497,000	12,032,000
Corresponding week, 1923.....	740,000	10,965,000
Corresponding week, 1922.....	450,000	7,957,000

Combined receipts at seven markets for the week ending April 4, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending April 4.....	162,000	321,000	171,000
Previous week.....	182,000	435,000	208,000
1924.....	161,000	575,000	153,000
1923.....	174,000	623,000	194,000
1922.....	136,000	353,000	145,000

Combined receipts at seven points for 1925 to April 4, with comparisons:

	Cattle.	Hogs.	Sheep.
1925.....	2,422,000	8,744,000	2,574,000
1924.....	2,472,000	10,032,000	2,800,000
1923.....	2,504,000	9,192,000	2,838,000
1922.....	2,310,000	6,568,000	2,534,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Number received.	Weight—lbs.	Prices—Average.	Top.
Week ending April 4*.....	85,400	231	\$14.00	\$13.10
Previous week.....	127,529	230	14.20	13.65
1924.....	163,706	234	7.75	7.50
1923.....	170,133	241	8.75	8.40
1922.....	121,902	242	10.85	10.30
1921.....	117,365	240	10.25	9.10
1920.....	122,726	231	16.75	15.40
Average 1920-1924.....	120,400	238	\$10.85	\$10.15

\*Saturday, April 4, estimated.

†Receipts cut by railroad strike.

**WEEKLY AVERAGE PRICE OF LIVESTOCK.**

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending April 4.....	\$10.45	\$13.10	\$ 7.75	\$14.75
Previous week.....	10.35	13.65	8.80	15.45
1924.....	9.75	7.50	10.25	16.00
1923.....	9.10	8.40	8.20	13.45
1922.....	7.85	10.30	9.75	13.90
1921.....	8.50	9.10	6.15	9.15
1920.....	12.75	15.40	1.....	18.00

Average 1920-1924.....\$ 9.60 \$10.15 \$ 9.60 \$14.10

†Railroad strike; almost no sheep receipts.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending April 4.....	32,500	46,900	51,600
Previous week.....	38,744	87,547	50,700
1924.....	34,392	119,233	39,700
1923.....	41,845	145,110	57,801
1922.....	31,502	96,676	41,825

\*Saturday, April 4, estimated.

Chicago packers' hog slaughters for the week ending April 4, 1925:

Armour & Co.....	3,100
Anglo-American.....	1,000
Swift & Co.....	5,200
Hammond Co.....	1,500
Morris & Co.....	2,300
Wilson & Co.....	4,500
Boyd-Lunham.....	4,100
Western Packing Co.....	6,600
Roberts & Oake.....	3,400
Miller & Hart.....	2,600
Independent Packing Co.....	2,700
Brennan Packing Co.....	7,000
Agar Packing Co.....	800
Others.....	9,600

Total.....	55,000
Previous week.....	82,300
Year ago.....	132,000
Two years ago.....	154,100
Three years ago.....	103,400
Angle-American.....	1,600

(For Chicago livestock prices, see page 38.)



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, April 9, 1925.

### Green Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	@22½
10-12 lbs. avg.	@22½
12-14 lbs. avg.	@22½
14-16 lbs. avg.	@22½
16-18 lbs. avg.	@23½
18-20 lbs. avg.	@23½
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@26
16-18 lbs. avg.	@26
18-20 lbs. avg.	@25½
20-22 lbs. avg.	@23½
22-24 lbs. avg.	@22
24-26 lbs. avg.	@20½
26-30 lbs. avg.	@19
<b>Picnics—</b>	
4-6 lbs. avg.	@13½
6-8 lbs. avg.	@13½
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@13½
12-14 lbs. avg.	@13
<b>Bellies—(Square cut and seedless)</b>	
6-8 lbs. avg.	@24½
8-10 lbs. avg.	@24½
10-12 lbs. avg.	@23½
12-14 lbs. avg.	@23
14-16 lbs. avg.	@22½

### Pickled Meats.

<b>Regular Hams—</b>	
8-10 lbs. avg.	20½ @21½
10-12 lbs. avg.	20½ @21½
12-14 lbs. avg.	20½ @21½
14-16 lbs. avg.	21½ @22
16-18 lbs. avg.	22 @22½
18-20 lbs. avg.	22½ @22½
<b>Boiling Hams—(house run)</b>	
16-18 lbs. avg.	@23
18-20 lbs. avg.	@23
20-22 lbs. avg.	@23
<b>Skinned Hams—</b>	
14-16 lbs. avg.	@25
16-18 lbs. avg.	@25
18-20 lbs. avg.	@24½
20-22 lbs. avg.	@22½
22-24 lbs. avg.	@21½
24-26 lbs. avg.	@20
26-30 lbs. avg.	@19
<b>Picnics—</b>	
4-6 lbs. avg.	@13½
6-8 lbs. avg.	@13
8-10 lbs. avg.	@12¾
10-12 lbs. avg.	@12¾
12-14 lbs. avg.	@12½
<b>Bellies—(square cut and seedless)</b>	
6-8 lbs. avg.	@25½
8-10 lbs. avg.	@25
10-12 lbs. avg.	@24½
12-14 lbs. avg.	@24
14-16 lbs. avg.	@23½

### Dry Salt Meats.

Extra short clears, 35/45.	@18½
Extra short ribs, 35/45.	@18½
Regular plates, 6-8.	@15½
Clear plates, 4-7.	@15
Jowl butts.	@13
<b>Fat Backs—</b>	
8-10 lbs. avg.	@13½
10-12 lbs. avg.	@14½
12-14 lbs. avg.	@15½
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@17
20-25 lbs. avg.	@17½
<b>Clear Bellies—</b>	
14-16 lbs. avg.	@20½
16-18 lbs. avg.	@20½
18-20 lbs. avg.	@20
20-25 lbs. avg.	@19½
25-30 lbs. avg.	@19½
30-35 lbs. avg.	@19½
35-40 lbs. avg.	@19½
40-50 lbs. avg.	@19½

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, APRIL 4, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	15.85	16.12½	15.55	16.12½
July	16.20	16.45	16.20	16.45
September	16.50	16.75	16.50	16.72½
<b>CLEAR BELLIES—</b>				
May	19.20	19.70	19.20	19.90
July	19.20	19.70	19.20	19.70
<b>SHORT RIBS—</b>				
May	17.35	17.40	17.32½	17.40
July	17.15	17.40	17.15	17.40

MONDAY, APRIL 6, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	16.05-02½	16.12½	15.92½	16.07½
July	16.37½	16.45	16.20	16.37½
September	16.67½	16.77½	16.55	16.70
October	16.67½	16.77½	16.55	16.80ax
<b>CLEAR BELLIES—</b>				
May	20.00	20.00	20.00	20.00
July	19.70	19.70	19.70	19.70b
September	19.50	19.70	19.50	19.70n
<b>SHORT RIBS—</b>				
May	17.25	17.25	17.25	17.25n
July	17.25	17.25	17.25	17.25b
September	17.25	17.25	17.25	17.25ax

TUESDAY, APRIL 7, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	16.00	16.02½	15.90	16.02½b
July	16.30	16.37½	16.17½	16.37½ax
September	16.60	16.67½	16.50	16.67½
October	16.77½	16.77½	16.77½	16.77½
<b>CLEAR BELLIES—</b>				
May	20.05	20.05	19.70	19.70
July	19.85	19.85	19.55	19.55
<b>SHORT RIBS—</b>				
May	17.25	17.25	17.12½	17.12½ax
July	17.25	17.30	17.15	17.15ax
September	17.25	17.25	17.12½	17.12½ax

WEDNESDAY, APRIL 8, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	15.95	16.07½	15.90	15.92½ax
July	16.27½	16.35	16.20	16.20
September	16.60	16.65	16.52½	16.52½-55ax
October	16.60	16.60	16.60	16.60ax
<b>CLEAR BELLIES—</b>				
May	19.50	19.50	19.50	19.70ax
July	19.50	19.50	19.50	19.50
<b>SHORT RIBS—</b>				
May	17.05	17.05	17.05	17.05ax
July	17.17½	17.17½	17.10	17.10ax
September	17.10	17.10	17.10	17.10ax

THURSDAY, APRIL 9, 1925.

	Open.	High.	Low.	Close.
<b>LARD—</b>				
May	15.90	15.95	15.85	15.95ax
July	16.17½	16.25	16.15	16.25ax
September	16.50	16.55	16.45	16.55ax
<b>CLEAR BELLIES—</b>				
May	19.70	19.70	19.70	19.70
July	19.45	19.50	19.25	19.45
<b>SHORT RIBS—</b>				
May	17.00	17.10	17.00	17.00n
July	17.00	17.10	17.00	17.07½
September	17.00	17.00	17.00	17.00

FRIDAY, APRIL 10, 1925.

Holiday

## PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, April 8, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 28-30c; green hams, 8-10 26c; 10-12 lbs., 26c; 12-14 lbs., 25½c; green picnics, 4-6 lbs., 15-16c; 6-8 lbs., 14-15c; green clear bellies, 6-8 lbs., 27c; 8-10 lbs., 26½c; 10-12 lbs., 26c; 12-14 lbs., 26c; S. P. bellies, 6-8 lbs., 23½c; 8-10 lbs., 24½c; 10-12 lbs., 24c; 12-14 lbs., 24c; S. P. hams, 8-10 lbs., 24½c; 10-12 lbs., 24c; 12-14 lbs., 24c, 18-20 lbs., 25c; dressed hogs, 20c; city steam lard, 16½c; compound, 13¾-14c.

When may surplus green hams be frozen, or when should they be back-packed? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, April 9, 1925, with comparisons, were as follows:

	Week ending Apr. 9.	Prev. week.	Cor. week, 1924.
Armour & Co.	4,068	3,068	10,424
Anglo-Amer. Prov. Co.	2,454	2,530	2,967
Swift & Co.	5,551	3,960	9,428
G. H. Hammond Co.	3,468	2,024	8,157
Morris & Co.	5,501	3,381	10,197
Wilson & Co.	5,798	3,750	12,396
Boyd-Lunham & Co.	2,784	3,972	7,578
Western Pkg. & Pro. Co.	6,700	5,200	9,900
Roberts & Onke	3,823	4,576	7,483
Miller & Hart	3,507	2,418	4,723
Independent Packing Co.	3,632	3,295	5,701
Brennan Packing Co.	5,458	6,323	7,808
Agar Packing Co.	910	891	300
<b>Total</b>	<b>54,274</b>	<b>44,947</b>	<b>95,091</b>

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	25	18	12
Rib roast, light end.	35	25	20
Chuck roast	20	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	48	35	22
Steaks, porterhouse	55	40	25
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12½
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	21
Butts	45	21
Legs	50	28
Stews	12½	10
Chops, shoulder	24	10
Chops, rib and loin	60	..

### Mutton.

Legs	24	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	30	..

### Pork.

Loins, whole, 8@10 avg.	29	@32
Loins, whole, 10@12 avg.	25	@25
Loins, whole, 12@14 avg.	25	@27
Loins, whole, 14 and over.	23	@24
Chops	30	@32
Shoulders	22	@22
Butts	22	@25
Spareribs	18	@18
Hocks	14	@14
Leaf lard, unrendered.	22	@22

### Veal.

Hindquarters	22	@32
Forequarters	12	@20
Legs	22	@35
Breasts	14	@18
Shoulders	12	@24
Cutlets	20	@50
Rib and loin chops	20	@40

### Butchers' Offal.

Suet	@4
Shop fat	@3
Bones, per 100 lbs.	@50
Calf skins	@19
Kips	@15
Deacons	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6½	6½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads.	4	3½
Less than carloads, granulated.	4½	4½
Crystals	5½	5
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystal to powdered, in bbls., in 5-ton lots or more	9½	9½
In bbls. in less than 5-ton lots.	9½	10
Borax, carloads, powdered, in bbls.	5	4½
In ton lots, gran., or powdered, in bbls.	5½	5
<b>Salt—</b>		
Granulated, car lots, per ton, f.o.b. Chicago, bulk	7.30	
Medium, car lots, per ton, f.o.b. Chicago, bulk	8.80	
Rock, car lots, per ton, f.o.b. Chicago.	5.85	
<b>Sugar—</b>		
Raw Sugar, 96 basis.	@4.80	
Second sugar, 90 basis.	@4.00	
Syrup, testing 63 to 65 combined sucrose and invert	@0.32	
Standard, granulated, f.o.b. refiners (net).	@5.90	
Plantation, granulated, f.o.b. New Orleans (less 2%)	@5.70	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		
	Week ending	Cor. week.
	April 11.	1824.
Prime native steers.....	19 @20	18 @20
Good native steers.....	18 @18½	16 @18
Medium steers.....	14 @18	13 @18
Heifers, good.....	13 @18	12 @16
Cows.....	8 @17	9 @25
Hind quarters, choice.....	27	27
Fore quarters, choice.....	15	14

## Beef Cuts.

Steer Loin, No. 1.....	@34	@36
Steer Loin, No. 2.....	@31	@32
Steer Short Loin, No. 1.....	@45	@47
Steer Short Loin, No. 2.....	@40	@42
Steer Loin Ends (hips).....	@24	@28
Steer Loin Ends, No. 2.....	@24	@27
Cow Loin.....	@23	@24
Cow Short Loin.....	@32	@36
Cow Loin Ends (hips).....	@17	@18
Steer Ribs, No. 1.....	@23	@27
Steer Ribs, No. 2.....	@23	@26
Cow Ribs, No. 1.....	@23	@23
Cow Ribs, No. 2.....	@17	@20
Cow Ribs, No. 3.....	@13	@13
Steer Rounds, No. 1.....	@15½	@15½
Steer Rounds, No. 2.....	@15	@15
Steer Chucks, No. 1.....	@12	@12
Steer Chucks, No. 2.....	@12½	@11½
Cow Rounds.....	@11½	@10
Cow Chucks.....	@11½	7½ @ 9½
Steer Plates.....	@10½	@11
Medium Plates.....	@10	@11
Risquets, No. 1.....	@16	@18
Risquets, No. 2.....	@12	@15
Steer Navel Ends.....	@8	6 @ 8½
Cow Navel Ends.....	@6½	5 @ 6
Fore Shanks.....	@6½	@ 6
Hind Shanks.....	@ 6	@ 4½
Rolls.....	@20	18 @20
Strip Loin, No. 1, boneloss.....	@55	@60
Strip Loin, No. 2.....	@50	@50
Strip Loin, No. 3.....	@40	12 @15
Sirloin Butts, No. 1.....	@28	@30
Sirloin Butts, No. 2.....	@25	@25
Sirloin Butts, No. 3.....	@18	@18
Beef Tenderloins, No. 1.....	@15	@15
Beef Tenderloins, No. 2.....	@14	@15
Rump Butts.....	@17	16 @17
Flank Steaks.....	@17	@17
Shoulder Clods.....	@15	12 @15
Hanging Tenderloins.....	@10	9 @10

## Beef Products.

Brains, per lb.....	9 @10	10½ @12
Hearts.....	4½ @ 6	4½ @ 6
Tongues.....	29 @30	29 @30
Sweetbreads.....	38 @42	41 @42
Ox-Tail, per lb.....	10 @11	10 @11
Fresh Tripe, plain.....	4 @ 4	4 @ 4
Fresh Tripe, H. C.....	6½ @ 6½	6½ @ 6½
Livers.....	10½ @15	7½ @ 9
Kidneys, per lb.....	@ 8	7½ @ 8½

## Veal.

Choice Carcass.....	16 @18	17 @19
Good Carcass.....	12 @15	10 @16
Good Saddle.....	16 @28	20 @28
Good Backs.....	8 @13	10 @14
Medium Backs.....	5 @ 7	6 @ 8

## Veal Product.

Brains, each.....	11 @12	@11
Sweetbreads.....	52 @60	53 @60
Calf Livers.....	35 @37	32 @37

## Lamb.

Choice Lambs.....	@27	@30
Medium Lambs.....	@25	@28
Choice Saddle.....	@33	@33
Medium Saddle.....	@28	@31
Choice Fores.....	@25	@20
Medium Fores.....	@18	@23
Lamb Fries, per lb.....	31 @32	30 @31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

## Mutton.

Heavy Sheep.....	@13	@18
Light Sheep.....	@16	@20
Heavy Saddle.....	@16	@21
Light Saddle.....	@18	@23
Heavy Fores.....	@15	@15
Light Fores.....	@15	@17
Mutton Legs.....	@20	@25
Mutton Loin.....	@15	@20
Mutton Stew.....	@10	@14
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Dressed Hogs.....	@18	@12
Pork Loin, 8@10 lbs. avg.....	@27	@17
Leaf Lard.....	@54	@11½
Tenderloin.....	@54	@55
Spare Ribs.....	@15	@18
Butts.....	@24	@12
Hocks.....	@13	@13
Tails.....	@12	@ 8
Snouts.....	@ 8½	@ 8
Pigs' Feet.....	@ 5½	@ 5
Pigs' Heads.....	@ 8	@ 7
Blade Bones.....	@13½	@13½
Blade Meat.....	@12	@12
Hog Livers, per lb.....	6 @ 7	@ 4½
Neck Bones.....	@ 7	@ 3
Skinned Shoulders.....	@17	@17
Pork Kidneys, per lb.....	@ 9	@ 9½
Silp Bones.....	@ 9	@ 9
Tail Bones.....	@12	@ 9
Back Fat.....	@18	@12½
Hams.....	@26	@15½
Calas.....	@16½	@ 9
Belies.....	@28	@13

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@30
Country style sausage, fresh in link.....	@22
Country style sausage, fresh in bulk.....	@21
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@24
Frankfurts in pork casings.....	@15
Frankfurts in sheep casings.....	@19
Bologna in beef bungs, choice.....	@16
Bologna in beef middles, choice.....	@15
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in beef rounds.....	@13
Head cheese.....	@14
New England luncheon specialty.....	@24
Liberty luncheon specialty.....	@20
Mixed luncheon specialty.....	@15
Tongue sausage.....	@20
Blood sausage.....	@15
Polish sausage.....	@18
Souse.....	@16

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in hog bungs.....	@17
Cervelat, new condition, in beef middles.....	@17
Thuringer Cervelat.....	@22
Farmer.....	@28
Holsteiner.....	@26
B. C. Salami, choice.....	@46
Milano Salami, choice, in hog bungs.....	@46
B. C. Salami, new condition.....	@22
Friseses, choice, in hog middles.....	@40
Genoa style Salami.....	@56
Peperoni.....	@37
Mortadella, new condition.....	@21
Capicola.....	@51
Italian style hams.....	@42
Virginia style hams.....	@42

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.25
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	15 @15½
Special lean pork trimmings.....	19½ @20
Extra lean pork trimmings.....	21 @21½
Neck bone pork trimmings.....	15½ @16
Pork cheek meat.....	11½ @12
Pork hearts.....	4½ @ 5
Fancy boneloss bulimut (heavy).....	@ 8½
Boneloss chucks.....	@ 7½
Shank meat.....	@ 5½
No. 1 beef trimmings.....	@ 4
Beef hearts.....	@ 5½
Beef cheeks (trimmed).....	@ 5½
Dr. can. cows, 300 lbs. and up.....	@ 6
Dr. cutters, 350 lbs. and up.....	@ 7
Dr. bologna bulls, 500-700 lbs.....	7 @ 7½
Beef tripe.....	8 @ 8½
Cured pork tongues (can. trim.).....	@ 15

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce	per set	@20
Beef rounds, export, 225 sets, per tierce,	per set	@29
Beef middles, 110 sets, per tierce, per set		@1.25
Beef bungs, No. 1, 400 pieces, per tierce,	per piece	@25
Beef bungs, No. 2, 400 pieces, per tierce,	per piece	@17
Beef weasands, No. 1, per piece.....		@17
Beef weasands, No. 2, per piece.....		@17
Beef bladders, small, per doz.....		@1.35
Beef bladders, medium, per doz.....		@1.60
Beef bladders, large, per doz.....		@1.60
Hog casings, medium, f. o. b., per lb.....		@1.30
Hog middles, without cap, per set.....		@16
Hog middles, with cap, per set.....		@19
Hog bungs, export.....		@24
Hog bungs, large, prime.....		@17
Hog bungs, medium.....		@18
Hog bungs, small, prime.....		@ 8
Hog bungs, narrow.....		@ 4
Hog stomachs, per piece.....		@ 8

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200 lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

## BARRELED PORK AND BEEF.

Meas pork, regular.....	39.00
Family back pork, 20 to 34 pieces.....	37.50
Family back pork, 35 to 45 pieces.....	38.50
Clear back pork, 40 to 50 pieces.....	41.50
Clear plate pork, 25 to 35 pieces.....	31.50
Clear plate pork, 35 to 45 pieces.....	30.50
Brisket pork.....	36.00
Lean pork.....	29.50
Plate beef.....	20.00
Extra plate beef, 200 lb. bbls.....	21.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57½ @1.60
Oak pork barrels, black iron hoops.....	1.77½ @1.80
Aak pork barrels, galv. iron hoops.....	1.77½ @1.80
Red oak lard tierces.....	2.35 @2.40
White oak lard tierces.....	2.55 @2.60
White oak ham tierces.....	2.90

## OLEOMARGARINE.

Highest grade natural color animal fat mar-	
garine in 1 lb. cartons, rolls or prints,	
f.o.b. Chicago.....	@26
White animal fat margarine in 1 lb. car-	
tons, rolls or prints, f.o.b. Chicago.....	@21½
Nut margarine, 1 lb. cartons, f.o.b. Chicago	
(30 and 60 lb. solid packed tubs,	
1c per lb. less.).....	@21
Pastry oleomargarine, 60-lb. tubs, f.o.b.	
Chicago.....	@17

## DRY SALT MEATS.

Extra short clears.....	@18½
Extra short ribs.....	@18½
Short clear middles, 60-lb. avg.....	@19
Clear bellies, 14@16 lbs.....	@20½
Clear bellies, 18@20 lbs.....	@20½
Clear bellies, 25@30 lbs.....	@20
Rib bellies, 20@25 lbs.....	@20½
Rib bellies, 25@30 lbs.....	@20
Fat backs, 10@12 lbs.....	@14½
Fat backs, 12@14 lbs.....	@15½
Fat backs, 14@16 lbs.....	@16½
Regular plates.....	@15½
Butts.....	@13

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@31
Skinned hams, fancy, 16@18 lbs.....	@35
Standard regular hams, 12@16 lbs.....	28½ @32
Picnics, 6@8 lbs.....	@19
Standard bacon, 8@12 lbs.....	33 @34
Standard bacon, 4@8 lbs.....	34½ @34½
Standard bacon, 12@14 lbs.....	@33
Standard bacon strips, 6@7 lbs.....	33½ @33½
Cooked hams, choice, skin on, surplus fat	
off, smoked.....	@45
Cooked hams, choice, skinned, surplus fat	
off.....	@46
Cooked hams, choice, skinned, surplus fat	
off.....	@49
Cooked picnics, skin on; surplus fat off.....	@26
Cooked picnics, skinned, surplus fat off.....	@27
Cooked loin roll, smoked.....	@42

## ANIMAL OILS.

Prime lard oil.....	18½ @19
Extra winter strained lard.....	19½ @17
Extra lard oil.....	14 @14½
Extra No. 1 lard.....	12½ @12½
No. 1 lard oil.....	11½ @12½
No. 2 lard oil.....	11½ @12
Pure neatfoot oil.....	13½ @14½
Extra neatfoot oil.....	12½ @12½
No. 1 neatfoot oil.....	11½ @12½
Acidless, tallow oil.....	12½ @12½

## FERTILIZERS.

Blood, ground.....	3.30 @ 3.40
Hoofmeal.....	2.75 @ 3.00
Ground tankage, 11 to 12%.....	2.50 @ 3.10
Ground tankage, 8 to 10%.....	2.50 @ 2.75
Crushed and unground tankage.....	2.00 @ 2.10
Ground raw bone, per ton.....	26.00 @28.00
Ground steamed bone, per ton.....	20.00 @24.00
Unground steamed bone.....	16.00 @18.50
Unground bone tankage.....	13.00 @15.00

## HORNS, HOOF AND BONES.

No. 1 horns, 75 lbs. average.....	\$250.00 @300.00
No. 2 horns, 40 lb. average.....	200.00 @210.00
No. 3 horns.....	140.00 @150.00
Hoofs, black and striped.....	40.00 @ 45.00
Hoofs, white.....	55.00 @ 60.00
Round shin bones, heavies.....	90.00 @100.00
Round shin bones, lights and med.....	70.00 @ 80.00
Heavy flats.....	60.00 @ 70.00
Light flats.....	50.00 @ 60.00
Thigh bones, heavies.....	90.00 @ 95.00
Thigh bones, lights and med.....	90.00 @ 95.00
Buttock bones.....	45.00 @ 60.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks hard and clean, uniform as to cut and weight. Packed in double bags and cartoned lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

## LARD (Unrefined).

Prime, steam, cash tierces.....	@15.92
Prime, steam, loose.....	@15.35
Leaf, raw.....	@15.50
Neutral lard.....	@18.50

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	@16.50
Pure lard, tierces.....	@16.25
Compound.....	@13.50

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	12½ @13
Oleo stock.....	11½ @12
Prime No. 1 oleo oil.....	11½ @11½
Prime No. 2 oleo oil.....	10½ @11
No. 3 oleo oil.....	10 @10½
Prime oleo stearine, edible.....	@14

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	9½ @10
Fancy tallow, under 2% acid, 43 titre.....	9 @ 9½
No. 1 tallow, basis 10% f.f.a., 42 titre.....	9 @ 9½
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8½ @ 8½
Choice white grease, max., 4% acid, loose.....	@12½
B-White Grease, max., 5% acid.....	9 @ 9½
Yellow grease, 12-15 f.f.a.....	8½ @ 9
Brown grease, 40 f.f.a.....	8 @ 8½

## VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-	
ley points.....	9½ @ 9½
White, decolorized, in bbls., c.a.f. Chicago.....	13 @13½
Yellow, decolorized, in bbls.....	12½ @13
Soap stocks, 50% f.f.a. basis, f.o.b. mills.....	3 @ 3½
Corn oil in tanks, f.o.b. bbls.....	10 @10½
Soya Bean oil, sellers' tank, f.o.b. coast.....	10½ @10½
Cocoonut oil, sellers' tank, f.o.b. coast.....	8½ @ 9
Refined in bbls. c.a.f. Chicago.....	11½ @12½

# Retail Section

## Do You Sell Soup Bones—or Meat?

**Are You and Your Clerks Satisfied  
Just to Take Orders — Or Do You  
Want to Learn to be Real Salesmen?**

By Marjorie Tracy.

[EDITOR'S NOTE.—A woman has made the best record up to date in teaching meat salesmanship.

The meat classes of the Milwaukee Vocational School—taught by Mrs. Marjorie Tracy—have turned out the best results anywhere in the country.

This is the first of a series of practical talks prepared by Mrs. Tracy for THE NATIONAL PROVISIONER, based on her experiences in the trade.]

What is salesmanship?

"Making a sale," somebody would answer.

But I hesitate. Making a sale might mean giving a customer just what she asked for, and accepting her money for it.

This I would call "order-taking."

It does not take any great skill on the part of the clerk, if a customer asks for a soup bone, to sell her just the soup bone.

But if during his conversation he can make suggestions that will remind this customer that she needs some meat for her husband's lunch in the morning, or for dinner that evening, and sells her this additional order—that is real salesmanship!

### Learn What Your Customers Like

In selling this additional order, care must be taken not to oversell the customer. But likewise, care must also be taken not to undersell the customer.

A good meat cutter in a market soon learns the likes and dislikes of his customers, the size of their families, etc. Therefore, if he exercises good judgment he can make suggestions that will be appreciated by his customer.

The power to suggest the right thing at the right time is not an easy task.

Every person has five senses—taste, touch, sight, hearing and smell, and we must appeal to one or more of these senses every time we make a suggestion or a sale. The more of these senses we can appeal to, the more likely we are to make a sale.

### The Silent Salesmen of the Shop

Every market has a number of silent salesmen, such as the window, display counter and the general appearance of the shop itself.

A customer passing the shop glances at the window.

If there is an attractive display in it, it directly appeals to her sense of sight and taste, and raises a desire within her for something to eat. The chances are she will enter the shop to make inquiries, and a purchase.

If the window has no display of any sort in it, or is dirty, there has not been any appeal, except a negative appeal to sight, which would encourage the customer to pass on.

Dirty blocks, and soiled coats and aprons on the meat cutters, are apt to do the same thing—discourage rather than encourage a sale.

### Suggestions for the Table

A knowledge of how the different cuts should be prepared, and what to serve with them, is also very essential. We cannot make an intelligent suggestion unless we do know.

If we can give the customer a little of this much-desired information, we are more apt to be able to sell her a stew instead of a steak.

But if we give her wrong information, she will lose confidence in us. And if we are not very careful we may lose a customer.

A good meat cutter is not always a good salesman, and vice versa.

But a good meat cutter can make himself a good salesman, if he will analyze some of the necessary characteristics, and then put them into operation.

*How do you trim your pork chops? When do you trim them?  
Watch this column for the next talk.*

## Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### SERVING FRANKFURTS.

A great many people, when they buy frankfurts, know of just one way to serve them. That is to boil or steam them until hot and serve immediately.

There are, however, many other tasty ways of serving this popular sausage, which make a delicious and easily prepared meat dish. A few of these, gotten up by Miss Gudrun Carlson, director of the Department of Home Economics of the Institute of American Meat Packers, are as follows:

**Baked Potato Special**—Scrub fairly large perfect potatoes until thoroughly clean. bake until well done. Remove from oven, slit in the top, pull the sides of the potato slightly apart, and insert half of a freshly broiled frankrut.

**Scalloped Potatoes and Frankfurts**—Slice raw potatoes into well buttered baking dish. Place a layer of thinly sliced frankfurts over them. Repeat until dish is filled. Season with salt and pepper, barely cover with milk, dot with butter or margarine, and bake in a moderate oven about 40 minutes. Cover dish the first half hour, then uncover and allow food to brown on top.

### RETAIL MEAT TEACHER DIES.

Mrs. Marjorie Tracy, who has been connected with the retail meat section of the Milwaukee Vocational School, Milwaukee, Wis., since its opening, died Sunday, April 5, after a brief illness. Mrs. Tracy had been untiring in her effort to put the retail meat trade on a more business-like basis, and to elevate the industry to the level its importance entitles it.

In writing of her work and her ambitions, Joseph F. Seng, of Milwaukee, the well-known leader in the retail meat field, said:

"No one I ever talked to about the retail meat business understood the finer needs and requirements of the business as she did. Her whole ambition was to make every retail market man a super business man, and to teach him to do business on strict business principles.

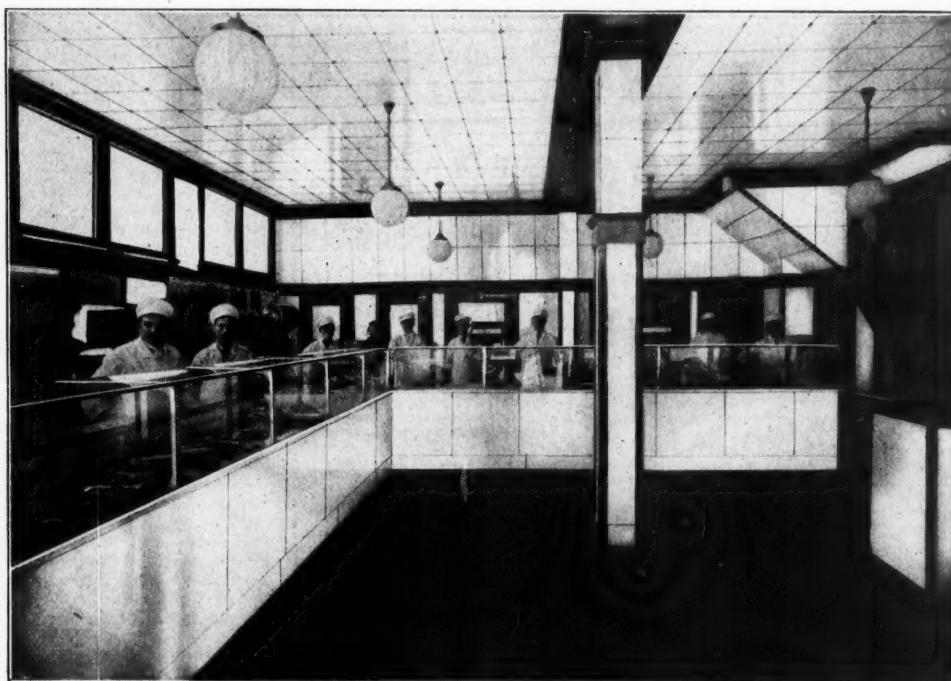
"Any meat man who followed Mrs. Tracy's work for three months, or even for one month, gained a world of experience. To follow her teachings insured success. Her death is a great loss to the retail meat trade."

At the time of her death Mrs. Tracy had in preparation for THE NATIONAL PROVISIONER a series of articles of interest to retail meat dealers, one of which appears elsewhere in this issue. She also prepared different sets of lessons, designed especially for the beginner in the meat market, some of which have appeared from time to time in the Retail Section of THE NATIONAL PROVISIONER.

The funeral was held on Tuesday, April 7, at her residence, 346 Hartford Ave., Milwaukee, with interment in Forest Home Cemetery.



The modern housewife believes in sanitation. She is accustomed to buying food-stuffs carefully wrapped and protected from dust and dirt. And she is just as careful to purchase her meats at markets which are scrupulously clean. She believes in the "white market".



This Vitrolite Meat Market is located in Joliet, Ill.

Vitrolite is used for the walls, ceilings, counters and scale platters because it is the one surface material that will remain new as long as the building stands. A damp cloth cleans it instantly and thoroughly. It is absolutely non-porous and cannot absorb anything.

Vitrolite comes in slab form in various sizes and thicknesses. Colors are white, ivory, jet and jade. Attractive interiors can be secured by combining two or more of the plain colors. Some markets are decorated with rich color motifs, crests and designs worked on the surfaces of white Vitrolite.

Write us for further information and a list of prominent meat market installations.

# VITROLITE

## Better Than Marble

VITROLITE is an absolutely non-porous material, in slab form of various sizes. It is composed of minerals that form the hardest rocks. Fused under tremendous heat it becomes as hard as steel. It is as smooth as crystal and as strong as granite. Once installed, you will never have to redecorate or repair. It will always look spotless.

### Offices:

133 West Washington Street, Chicago

### THE VITROLITE COMPANY

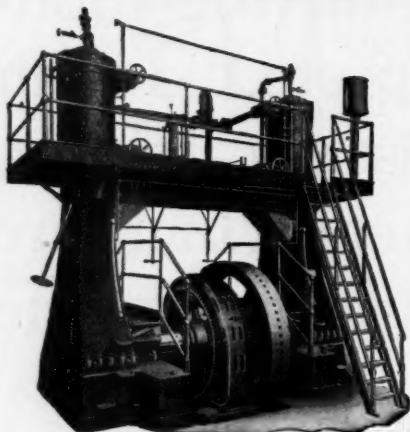
### Factory:

Parsonsburg, West Virginia

Atlanta, Baltimore, Brooklyn, Boston, Buffalo, Cincinnati, Cleveland, Columbus, Dallas, Denver, Detroit, Kansas City, Los Angeles, New Orleans, New York, Omaha, Philadelphia, Pittsburgh, Portland, Roanoke, San Francisco, Seattle, Springfield, Mass., St. Louis, St. Paul, Tulsa, Tampa, Montreal, Toronto, Havana, London, Manila, Osaka, Mexico City, Shanghai



## York Mechanical Refrigeration



**YORK Semi-Enclosed  
Refrigerating Machine**

The unprecedented progress made by the Meat Packing Industry was due, in a large measure, to the extensive employment of Mechanical Refrigeration. Hence it is only natural that this industry should use a great many York Machines.

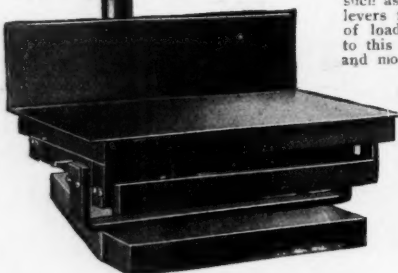
Our Semi-Enclosed Machine, with direct motor mounting, is particularly adapted for this service. It is a neat, clean and highly economical machine—no belts, no engine or steam lines. Built in sizes from 30 tons refrigerating capacity upwards.

**Prices and complete information  
on application**

**York Manufacturing Co.**  
*Ice Making and Refrigerating Machinery  
Exclusively*  
**YORK PENNA.**

## CHATILLON Thermoseal Counter Scale

**the last word in Scale Efficiency**



*Thermoseal Counter Scale*

For the packing departments of cold storage houses, for shipping departments, or any department where accurate and reliable scales are required for assorting, grading and weighing, the Chatillon Thermoseal Counter Scale reigns supreme.

Complete accuracy is maintained by a compensating device, positive of action, which automatically adjusts the scale for variation in the temperature. Countless other features, such as extra heavy construction of working parts; double levers for platform, rendering unnecessary the centering of load; oil dash to keep pointer from vibrating, give to this scale an excellence that manifests itself in faster and more accurate weighing.

The savings that the Chatillon Thermoseal Scale effect pay for the cost in a short time.

**Complete information on this and  
other Thermoseal Scales sent immediately upon request. Send for it.**

**JOHN CHATILLON & SONS**

*Established 1835*

*Manufacturers of Scales and Butchers'  
Supplies.*

**85-99 Cliff Street,  
New York City, N. Y.**

## Griffith's

**Sausage Binder**  
Processed & Redried

**Casing Color**  
Certified & Uncertified, (all shades)

**Sausage Milk**  
For Quality & Appearance

**Prague Salt**  
Fast Cure

**The Griffith Laboratories**

**4103 S. La Salle St., Chicago, Ill.**

### BUSY AT CALFSKIN PLANT.

The Retailers' Tallow and Calfskin Association of Wisconsin, Inc., Milwaukee, Wis., is operating in full swing. President Jacob Herman is swamped with work, as is everyone else connected with the new plant.

### LOCAL AND PERSONAL.

A new meat market has been opened at Columbia, Tenn., by Grover Parks and Everett Blocker.

Peter P. Theisen has sold his interest in the City Meat Market in Eden Valley, Minn., to his partner, J. C. Ruff, who will conduct the business.

Gillette McCleary has bought the Freeze Meat Market in Clyde, Ohio.

Fred Kist has sold his meat market in Linton, N. D., to Walther Bros.

E. L. Wilkerson has sold a half interest in his meat market in Madisonville, Ky., to H. S. Landrum.

The O. A. Woolever meat market and grocery in New Haven, Ind., has been sold to Ed Schrader and Henry Schmidt.

A new meat market has been opened in Plainview, Minn., by Fred and David Weikel.

A. F. Johnson has sold his interest in the Union Meat Market, Independence, Kan., to his partner, J. E. Goodell.

H. A. Matthews has added a meat department to his grocery in Monnett, Mo.

A new meat market has been opened in Eden, Tex., by Dennis Hayes.

A second meat market and grocery has been opened in Port Arthur, Tex., by the National Market & Grocery Co.

A new meat market has been opened in Callaway, Nebr., by C. W. Elliott.

Percy Brown has sold his City Meat Market in Llano, Tex., to R. H. Summers.

A new meat market has been opened in Sabina, Ohio, by Blazer & Darby.

George Gerlach has sold his meat market in Wauneta, Nebr., to E. F. Koon.

N. O. Deines has sold his P. and S. market, 10 South First avenue, Marshalltown, Ia., to the Consumers' Wholesale Market Company.

A new meat market has been opened in London, Ohio, by S. L. Turner.

H. M. Ruhlman has sold his interest in the McPeck & Ruhlman Meat Market in Bellefontaine, Ohio, to his partner, G. E. McPeck, who will conduct the business.

Charles Wank has sold his interest in the Saylor & Wank Meat Market in Tiffin, Ohio, to his partner, Warren P. Saylor.

Fondy & Lunday have sold their meat market in Hele Center, Tex., to J. P. Loving.

Earl Bagley has sold his interest in their meat market in Cambridge, Wis., to his partner, Peter Holtan.

Nels Petersen has sold his meat market in Neligh, Nebr., to John and Fred Radecker.

S. R. Nielsen has sold his meat market in Charlotte, Ia., to William Pickett.

Mendell and Whitney have sold their meat market in Mt. Pleasant, Mich., to Roy C. Bailey.

A new meat market has been opened in Council Bluffs, Ia., at 540 West Broadway, by Zaffle & Reichert.

A new meat market has been opened in Ferndale, Mich., by Berry, Dunn and Kenny.

John Allman has sold his meat market and grocery in Richmond, Ky., to T. M. Howard and Hubert Hamm.

Frank Rickett & Co., have sold their City Market and Grocery in Unionville, Mo., to Jesse Davis, George Minear and Everett Bunch.

A new meat market has been opened in Telluride, Colo., by A. J. Boettcher.

A new meat market has been opened in Stanford, Ky., by C. A. Talmonti.

Charles Luebke has opened a new meat market in Elizabeth, Minn.

Homer Fite has sold his meat market in Henderson, Tex., to L. L. Fears.

Albert Asher has sold his meat market located in Yazoo City, Miss., to Samuel Miller.

A new meat market has been opened in Laverne, Okla., by H. Sutton.

John W. Goering has purchased the Big Horn Meat Market, Hardin, Mont.

Walter Libecap has sold the Laurel Meat Market in Laurel, Mont., to A. A. Bekarinen.

#### NOTICE OF SALE.

Notice is hereby given that, pursuant to an Order of the District Court of the United States, in and for the Southern District of Iowa, Central Division, at Des Moines, entered on the 3d day of April, 1925, in case entitled The Oppenheimer Casing Company, Complainant, versus Iowa Packing Company, Defendant, being Equity No. 4274, the undersigned Special Masters will, on the 4th day of May, 1925, at 10 o'clock A. M., offer for sale at public auction, the real estate, land, machinery and fixtures, merchandise, inventory, materials and supplies of the Iowa Packing Company, in accordance with the conditions set forth in this Notice.

The real estate belonging to the Iowa Packing Company to be offered for sale is described as follows:

Parcel One. Lot Three of the official plat of Lots Fifty-five (55) and Fifty-six (56) of Brooks & Company's Addition excepting from said Lot the right-of-way of the Des Moines Union Railway Company Fifteen (15) feet wide along the north side of said lot; Lot Six (6) of the official plat of Lots Fifty-two (52), Fifty-three (53) and Fifty-four (54), Brooks & Company's Addition, except the west fifty (50) feet and the north Fifteen (15) feet of said lot, the width of said strips being measured at right angles to the respective west and north boundaries.

Parcel Two. The following described part of what was originally platted as Lot Fifty-nine (59), Brooks & Company's Addition and of the accretions to the south of said Lot Fifty-nine (59): Commencing at a point in the north line of said Lot Fifty-nine (59) as originally platted, one hundred seventeen and eight-tenths (117.8) feet west of its intersection with the east line of Lot Fifty-four (54), Brooks & Company's Addition, produced to the south; and running from said point of beginning south at right angles to the north line of said lot Fifty-nine (59), two hundred sixty-six and three-tenths (266.3) feet; thence turning an exterior angle of fifty-five (55) degrees to the left and continuing southeasterly three hundred ninety-five (395) feet; then turning on angle fifty-five (55) degrees to the right and continuing south four hundred sixty-four (464) feet to the present north bank of the Des Moines River; thence southeasterly along the north bank of the Des Moines River two hundred thirty and four-tenths (230.4) feet; thence northeasterly parallel with the east line of said lot fifty-nine (59), six hundred eighty-three and eight-tenths (683.8) feet; thence northerly three hundred eighty-eight and one-tenth (388.1) feet to the north line of said lot fifty-nine (59); thence turning an exterior angle to the left of ninety-seven (97) degrees and thirty-nine (39) minutes, and continuing west along the north line of said lot fifty-nine (59), eight hundred fifteen and four-tenths (815.4) feet to point of commencement; excepting from said conveyance the right-of-way of the Des Moines Terminal Company eighteen feet wide and the right-of-way of the Des Moines Union Railway Company, and subject to the right of each of said companies to maintain and operate all its existing tracks on said lot.

Parcel Three. Also the following described tract of land lying immediately

north of parcel two (2) above described; Commencing at the point of beginning, referred to in the description of parcel two (2) above, and running thence east along the north line of said parcel two (2) to the east line of said parcel two (2); thence turning an exterior angle to the left of eighty-two (82) degrees, twenty-one (21) minutes, and continuing northeasterly forty and four-tenths (40.4) feet; thence turning an exterior angle to the left of ninety-seven (97) degrees, thirty-nine (39) minutes, and continuing to the west parallel with the north line of said parcel two (2), seven hundred three and four tenths (703.4) feet; thence south of west one hundred seventeen and five-tenths (117.5) feet to a point thirty-three and seven-tenths (33.7) feet north of the point of beginning; thence south to the point of beginning; excepting the rights of the Chicago, Rock Island & Pacific Railway Company in said tract. This parcel three (3) was originally part of Maury Street, but was vacated and transferred to the adjoining owners, by Ordinance No. 214 adopted by City of Des Moines, January 26, 1881, printed as Chapter 74, of the Revised Ordinances of 1889 of said City.

Parcel Four. That part of an eighteen (18) foot right-of-way across lot fifty-nine (59) Brooks & Company's Addition (deed for which is recorded in Polk County Recorder's Offices in Book 585, Page 314) which lies west of the east line of the property owned by the Iowa Packing Company, in said lot fifty-nine (59), and east and north of a line nine (9) feet north of and parallel with the following described center line:

Commencing at a point in the center line of the Des Moines Terminal Company's track in lot fifty-nine (59) Brooks & Company's Addition to the City of Des Moines, which is 278.1 feet south, at right angles, from the south line of Maury Street at a point which is 365.5 feet east of the intersection of said south line of Maury Street with the west line of East 18th Street produced south; thence southeasterly on a nine degree curve to the right (the tangent to said curve bearing 0 degree 27' left to the course of Maury Street) a distance of 217.4 feet (central angle of said 9 degree curve being 19 degrees 34'); thence southeasterly on a tangent to said 9 degree curve to the east line of the property of the Iowa Packing Company in said lot fifty-nine (59).

Parcel Five. A tract of land in lot fifty-nine (59) Brooks & Company's Addition to the City of Des Moines and the vacated portion of Maury Street north of and adjacent to said lot described as follows: Commencing at a point in the south line of present Maury Street which is 117.5 feet westerly from the intersection of the west line of East 18th Street produced southward with the south line of present Maury Street and 33.7 feet north of the north line of said lot fifty-nine (59); thence south 143.35 feet to a point eight feet northerly measured at right angles from the center line of the Des Moines Union Railway Company's north track; thence northwesterly parallel with and eight feet distant at right angles from the center of said track to the southerly line of present Maury Street; thence easterly 205.1 feet to the point of commencement, and now being in the city of Des Moines, Iowa.

All of the aforesaid land being within and forming a part of the City of Des Moines, Polk County, Iowa.

Any person, firm or corporation desiring to be present on said day and offer a bid for the purchase of said property is required by the terms of the Order herein referred to to indicate their intention so to do to the undersigned on or before April 28, 1925, and on or before said date to deposit with the undersigned Special Masters cash or certified check in the sum of Ten Thousand (\$10,000.00) Dollars, which, in the case of the successful bidder,

will be applied in payment of the purchase price.

It is further provided that no bid for the real estate, plant, machinery and fixtures will be received which is less than Four Hundred Thousand (\$400,000.00) Dollars, and each person offering a bid on said day is required to agree to buy, at the market price as of the date of sale, all merchandise or products on hand on said day, and all materials and supplies, at not less than cost to the Iowa Packing Company, except that in the case of materials bearing the brand of the Iowa Packing Company the amount to be paid therefor shall be determined by agreement between the purchaser, the undersigned and the Receivers.

It is further provided that the successful bidder shall deposit with the undersigned Special Masters, on the day of said sale, a certified check in an amount which will, together with the certified check theretofore deposited, equal ten per cent of the purchase price of said real estate, land, and machinery, and the balance of the said purchase price shall be payable upon the approval by the Court of the sale and the execution and delivery by the undersigned of deeds, except that there shall be deducted from the amount bid for the said property, the amount due and owing upon the First Mortgage Gold Bonds of the said Iowa Packing Company in approximately the sum of Three Hundred Forty Thousand (\$340,000.00) Dollars, together with the interest thereon from and after September 15, 1924, and the purchaser shall receive deeds from the Masters, conveying the said property, free of all claims of the Receivers, and subject to the lien of that certain Indenture of Trust, securing the Bonds above referred to.

It is further provided that on said day of sale, the property shall be sold to the person, firm or corporation, who, being financially responsible, shall make the best bid therefor, and in the event the said successful bidder shall fail to make the deposit or payment as provided in said Order and as set forth herein, the certified check for \$10,000.00, required by said Order to be deposited, shall be forfeited to the Receivers of the Iowa Packing Company.

Notice is also given that said sale shall take place upon the premises of the said Iowa Packing Company, at the front door of its office, located on the real estate herein described.

Further inquiry may be directed to the undersigned at their office in the Capital City Bank Building, or to Rolfe O. Wagner and F. T. Fuller, Receivers, at the plant of the Iowa Packing Company.

ROLFE O. WAGNER,  
C. D. SMITH,  
Special Masters.

For Sausage Makers

**BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

and

**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
BOSTON MASS.



# New York Section

W. S. Nicholson, provision department, Wilson & Co., Chicago, was in the city.

E. N. Sturman, of Geo. A. Hormel & Co., Austin, Minn., was a visitor to the city this week.

G. R. Cain, advertising department, Swift & Company, Chicago, was in New York this week.

L. Harry Freeman, of Boyd, Lunham & Co., Chicago, was a visitor to the Exchange floor during the week.

Charles H. Knight, vice-president of the Louisville Provision Co., Louisville, Ky., spent a busy day in New York this week.

Edward F. Schenk, one of the famous seven Schenk Brothers, of the Columbus Packing Co., Columbus, Ohio, spent a few days in New York this week.

The betrothal of Miss Leah Rosenberg, the popular private secretary to W. A. Lynde, district manager of Wilson & Co. in New York, to Harry Davidoff has been announced.

Frank O. Pratt, Jr., president of Manifests Service Co., was married on April 5th at Woodhaven, L. I., his bride being Miss Marion E. Webb. After a two

weeks' honeymoon the couple will reside in Jamaica, L. I.

The nine-year-old son of J. A. Blaum, of the Wilson district office inspection force, was operated on for appendicitis at Jamaica Hospital. His friends are glad to know the boy is coming along nicely and expects to be home the first of next week.

Joseph Lehner, of Brooklyn, with his daughter, Marian, left on Thursday for Flint, Mich., where they will visit Mr. Lehner's son, Captain C. R. Lehner, U. S. A., spending a day at Niagara Falls enroute. On the return trip they will stop at Troy, New York.

Miss Gertrude Schmitka, eldest daughter of Mr. and Mrs. J. Schmitka of Washington Heights, was married on April 5 to Lester Gruenebaum by Dr. Tinter at Mt. Zion Temple, West 119th Street. Mr. and Mrs. Gruenebaum spent their honeymoon in Atlantic City.

Advance sales of tickets for the dinner of the Brooklyn Branch, United Master Butchers of America, indicates that the event this year will be one of the largest held by the Branch. The committee is sparing neither time nor energy that all may have an enjoyable evening. The dinner will be held at the Hotel Bossert

in Brooklyn, on Thursday, April 16, 1925.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending April 4, 1925: Meat—Manhattan, 3,079 lbs.; Brooklyn, 6 lbs.; Bronx, 127 lbs.; total, 3,212 lbs. Fish—Brooklyn, 85 lbs.. Poultry and game—Manhattan, 405 lbs.; Bronx, 11 lbs.; total, 416 lbs.

The third annual dinner of the Fort Greene Marketmen, held at the Shelburne Hotel last Thursday evening, was a splendid success. More than seven hundred guests enjoyed the well-served dinner and the very fine vaudeville entertainment. Dancing between the courses and after the dinner was indulged by young and old alike. The committee which deserved great credit for the smoothness with which each detail was carried out and the sociability of the evening consisted of: George W. Ehlers, chairman, Joseph Kaufman and F. W. Robertson. The Brooklyn Branch of the United Butchers of America was well represented and included Chairman of the Meat Council Frank P. Burck, with Mrs. Burck and their son Arthur. They had as their guests Mr. and Mrs. A. F. Grimm and Mr. and Mrs. H. H. Chipps of New York. President and Mrs. William Helling, Mr. and Mrs. Joseph Lehner, Mr. and Mrs. John Hildebrand, Mr. and Mrs. Albert Rosen and Mr. and Mrs. Wm. Welti also attended the dinner.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, April 9, 1925, as follows:

### Fresh Beef—

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
Choice .....	\$17.00@18.00	\$16.00@16.50	\$17.50@19.00	\$17.00@19.00
Good .....	16.00@17.00	15.50@16.00	16.50@17.50	16.00@16.50
Medium .....	14.00@16.00	14.50@15.50	15.00@16.50	15.00@16.00
Common .....	11.00@13.00	.....	13.00@15.00	.....

COWS:				
Good .....	12.00@14.00	14.00@14.50	14.00@15.00	13.50@14.50
Medium .....	10.00@12.00	13.00@14.00	13.00@14.00	12.00@13.00
Common .....	8.00@10.00	11.00@12.50	11.50@13.00	9.00@11.00

BULLS:				
Good .....	.....	.....	8.50@10.00	.....
Medium .....	8.00@ 8.50	.....	8.00@ 8.50	.....
Common .....	7.50@ 8.00	.....	.....	.....

Fresh Veal—				
Choice .....	16.00@17.00	.....	19.00@22.00	18.00@20.00
Good .....	13.00@15.00	14.00@16.00	17.00@19.00	16.00@18.00
Medium .....	12.00@13.00	12.00@13.00	14.00@16.50	13.00@15.00
Common .....	8.00@12.00	9.00@12.00	11.00@13.00	.....

### Fresh Lamb and Mutton—

LAMB:				
Spring .....	30.00@33.00	26.00@28.00	30.00@35.00	28.00@32.00
Choice .....	24.00@25.00	22.00@24.00	26.00@28.00	23.00@26.00
Good .....	23.00@24.00	20.00@22.00	23.00@25.50	21.00@24.00
Medium .....	20.00@23.00	18.00@20.00	20.00@22.50	20.00@21.00
Common .....	18.00@20.00	.....	.....	.....

YEARLINGS:				
Good .....	.....	.....	19.00@21.00	.....
Medium .....	.....	.....	.....	.....
Common .....	.....	.....	.....	.....

MUTTON:				
Good .....	14.00@16.00	15.00@16.00	16.00@17.00	.....
Medium .....	12.00@14.00	13.00@14.00	14.00@16.00	15.00@16.00
Common .....	9.00@11.00	11.00@13.00	12.00@14.00	.....

### Fresh Pork Cuts—

LOINS:				
8-10 lb. average .....	26.00@27.00	24.00@25.00	24.00@25.00	.....
10-12 lb. average .....	24.00@25.00	24.00@25.00	23.00@24.00	.....
12-15 lb. average .....	21.00@23.00	21.00@23.00	20.00@22.00	.....
15-18 lb. average .....	19.00@20.00	19.00@21.00	19.00@21.00	.....
18-22 lb. average .....	18.00@19.00	18.00@20.00	17.00@19.00	.....

SHOULDERS:				
Skinned .....	17.00@18.00	.....	17.00@19.00	18.00@20.00

PICNICS:				
4-6 lb. average .....	15.00@16.00	16.00@17.00	15.00@16.00	17.00
6-8 lb. average .....	.....	16.00@17.00	14.00@15.00	16.00@16.50

BUTTS:				
Boston style .....	24.00@25.00	.....	21.00@23.00	21.00@24.00

\*Veal prices include "skin on" at Chicago and New York.

## LOCAL AND PERSONAL.

Chas. J. Schneider is opening a new meat and grocery business in Melbourne, Ia.

Will Watkins has sold his butcher shop in Tescott, Kas., to Earl Hannebaum.

Ira Stiles is adding a meat market to his grocery store in Burden, Kas.

Neil Hutchinson is opening a meat market in Wilburton, Okla.

M. Jelladian has purchased the meat business of the Peoples Market, Fresno, Calif.

Van Arsdale Merc. Co. has sold its meat business in Yuba City, Calif., to John Tull.

G. Fischer has sold his meat market in Ritzville, Wash., to Ed. Tesch.

H. B. Huston is about to open a meat market at 418 E. 2nd St., The Dalles, Ore.

N. Holm has opened a butcher shop in Junction City, Kas.

The Dillon Meat Market, Dillon, Mont., has been destroyed by fire.

The Sanitary Meat Market has opened for business in Osmond, Nebr., with C. W. Kinney in charge.

C. J. Schaefer has engaged in the meat business in Lindsay, Nebr.

John Werner has purchased the butcher shop of Wm. Langengeld, Dedham, Ia.

Harry Meyers has disposed of the Pioneer Meat Market in Fremont, Mich., to Edward B. Jacklin.

Carter & Means have opened a meat shop on the corner of 7th and Kihekah, Pawhuska, Okla.

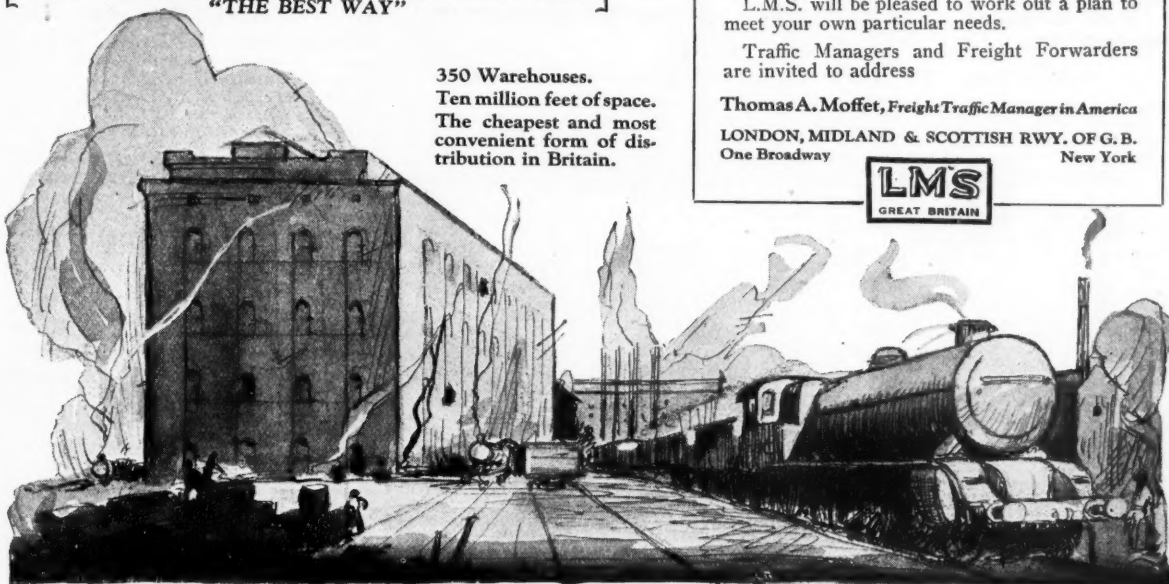
Frank Hall is engaging in the meat business in Rainbow Bend, Kas.

L. Van Vrankern has sold out his meat market in Wellsville, Kas., to Chas. I. Clark.



# Have the LMS solve your distribution problems in Britain

[ LONDON, MIDLAND & SCOTTISH RAILWAY OF GREAT BRITAIN ]  
"THE BEST WAY"



350 Warehouses.  
Ten million feet of space.  
The cheapest and most  
convenient form of dis-  
tribution in Britain.

## Exporters to Britain

A Distribution Plan to Meet  
Your Needs

The L.M.S. have created a new system of zone storage and distribution over the industrial areas of Great Britain.

Using their own chain of 350 rail-connected warehouses, they design special distribution plans to meet the requirements of every type of distributor at the minimum cost.

L.M.S. will be pleased to work out a plan to meet your own particular needs.

Traffic Managers and Freight Forwarders are invited to address

Thomas A. Moffet, Freight Traffic Manager in America  
LONDON, MIDLAND & SCOTTISH R.W.Y. OF G. B.  
One Broadway New York



### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending April 4, 1925, with comparisons:

	Week ending April 4, 1924.	Previous week.	Cor. week 1924.
Western dressed meats:			
Cows, carcasses .....	2,588	2,462	1,760
Steers, carcasses .....	1,392	1,560	969
Bulls, carcasses .....	63	68	61
Veals, carcasses .....	1,916	2,286	1,003
Lambs, carcasses .....	15,749	13,636	8,811
Mutton, carcasses .....	470	607	122
Pork, lbs. ....	575,374	385,637	255,352
Local slaughters:			
Cattle .....	1,708	1,756	1,783
Calves .....	4,334	3,654	3,715
Hogs .....	7,333	10,827	8,874
Sheep .....	8,102	3,041	4,737

### BUFFALO MARCH LIVESTOCK.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of March, 1925, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	19,221	26,954	81,671	93,066
Shipments .....	11,153	18,627	47,061	81,474
Local slaughter ..	7,943	8,337	34,610	11,592

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending April 4, 1925:

	Week ending April 4, 1924.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses .....	2,463	2,421	2,266
Cows, carcasses .....	840	839	821
Bulls, carcasses .....	146	99	169
Veals, carcasses .....	2,801	2,401	2,424
Lambs, carcasses .....	10,224	9,785	7,902
Mutton, carcasses .....	1,498	1,530	347
Pork, lbs. ....	434,759	424,037	473,031
Local slaughters:			
Cattle .....	2,069	2,022	2,826
Calves .....	2,540	2,668	2,679
Hogs .....	14,523	15,174	24,881
Sheep .....	5,275	4,167	6,165

What is "backing" in skinning cattle, and what effect does it have on the appearance of the carcass hanging in the sales cooler? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

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Importers **SPICES** Grinders

**Butchers Mills Brand**

*40 years reputation among packers for quality*

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	\$ 9.00@10.25
Cows, canners and cutters	2.50@ 3.00
Bulls, bologna	4.75@ 5.25

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.	15.00@15.50
Calves, veal, good to choice	11.50@14.50
Calves, veal, culls, per 100 lbs.	7.00@ 9.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, per 100 lbs.	@16.25
Lambs, fair to good, per 100 lbs.	@15.00
Lambs, common to medium	14.00@14.50

## LIVE HOGS.

Hogs, heavy	14.00@14.25
Hogs, medium	14.00@14.12½
Hogs, 140 pounds	13.75@13.85
Pigs, under 70 pounds	13.00@13.25
Roughs	11.50@11.75

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	18 @19
Choice, native, light	18 @20
Native, common to fair	16 @17½

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17½@19
Native choice yearlings, 400@600 lbs.	17 @18
Western steers, 600@800 lbs.	16 @17
Texas steers, 400@600 lbs.	14 @15
Good to choice heifers	16 @17
Good to choice cows	14 @15
Common to fair cows	10 @12
Fresh bologna bulls	9 @10

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@25	@25
No. 2 ribs	@22	22 @24
No. 3 ribs	@15	18 @20
No. 1 loins	@28	34 @36
No. 2 loins	@22	28 @32
No. 3 loins	@15	25 @27
No. 1 hinds and ribs	26 @28	21½@26
No. 2 hinds and ribs	18 @20	20 @21
No. 3 hinds and ribs	17 @18	18 @19
No. 1 rounds	@18	@16
No. 2 rounds	@15	14 @15
No. 3 rounds	@13	@13
No. 1 chucks	@14	13 @14
No. 2 chucks	@12	@12
No. 3 chucks	@ 9	10 @11
Bolognas	@ 6	9 @10
Rolls, reg., 6@8 lbs. avg.	@23	22 @23
Rolls, reg., 4@6 lbs. avg.	@17	17 @18
Tenderloins, 4@6 lbs. avg.	@60	@70
Tenderloins, 5@6 lbs. avg.	@80	@90
Shoulder clods	@10	@11

## DRESSED CALVES.

Prime	23 @24
Choice	18 @20
Good	20 @22
Medium	16 @18

## DRESSED HOGS.

Hogs, heavy	@19
Hogs, 180 lbs.	@19½
Hogs, 160 lbs.	@19½
Pigs, 80 lbs.	@20
Pigs under 140 lbs.	@20

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	32 @34
Lambs, poor grade	25 @26
Sheep, choice	20 @22
Sheep, medium to good	17 @18
Sheep, culls	14 @16

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @26½
Hams, 10@12 lbs. avg.	26 @26½
Hams, 12@14 lbs. avg.	26 @26½
Picnics, 4@6 lbs. avg.	17 @17½
Picnics, 6@8 lbs. avg.	17 @17½
Rollettes, 6@8 lbs. avg.	18 @19
Beef tongue, light	35 @38
Beef tongue, heavy	38 @40
Bacon, boneless, Western	32 @33
Bacon, boneless, city	27 @28
Pickled bellies, 10@12 lbs. avg.	24 @25

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10-12 lbs. avg.	24 @25
Shoulders, Western, 10@12 lbs. avg.	18 @19
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs. avg.	18 @19
Butts, boneless, Western	26 @27
Butts, regular, Western	21 @22
Hams, city, fresh, 8@10 lbs. avg.	27 @28
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	21 @22
Pork trimmings, regular, 50% lean	15 @16
Spare ribs, fresh	15 @16
Leaf lard, raw	18 @19

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	90.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 70.00
Black hoof, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	@ 55.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@140.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@38c	a pound
Calves' heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@55c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@23c	a pound
Oxtails	@15c	a pound
Hearts, beef	@ 8c	a pound
Beef hanging tenders	@18c	a pound
Lamb fries	@10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 5½
Cond. suet	@ 4
Bones	@20

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	21½	24½
Pepper, Sing., black	14	17
Pepper, Cayenne	11	15
Pepper, red	..	22
Allspice	11	14
Cinnamon	12	12
Coriander	5	8
Cloves	26	31
Ginger	25	28
Mace	1.05	1.10

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	Kip.	H kip.
Prime No. 1 veals	26	2.55	2.60	2.80	3.50
Prime No. 2 veals	22	2.35	2.35	2.55	3.25
Buttermilk No. 1	21	2.20	2.25	2.45	..
Buttermilk No. 2	19	2.00	2.00	2.20	..
Branded Gruby	16	1.60	1.60	1.80	2.05
Number 3	..	..	At value.	..	..

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6¼c	6¼c	6¼c
Double refined saltpetre, small crystal	7¼c	7¼c	7¼c
Double refined nitrate soda, granulated	4c	3¾c	3¾c
In 25 barrel lots:			
Double refined saltpetre, granulated	6¼c	6¼c	6¼c
Double refined saltpetre, small crystal	7c	7c	7c
Double refined nitrate soda, granulated	3¾c	3¾c	3¾c
Carload lots:			
Double refined saltpetre, granulated	6¼c	6c	6c
Double refined nitrate soda, granulated	3¾c	3¾c	3¾c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	29 @31	
Western, 48 to 54 lbs. to dozen, lb.	31 @33	
Western, 43 to 47 lbs. to dozen, lb.	29 @31	
Western, 36 to 42 lbs. to dozen, lb.	27 @29	
Western, 30 to 35 lbs. to dozen, lb.	25 @27	
Fowls—fresh—dry packed, milk fed—12 to box:		
Western 60 to 65 lbs. to dozen, lb.	32 @33	
Western, 48 to 54 lbs. to dozen, lb.	34 @35	

Western, 43 to 47 lbs. to dozen, lb.	32 @33
Western, 36 to 42 lbs. to dozen, lb.	30 @31
Western, 30 to 35 lbs. to dozen, lb.	28 @29

Fowls—fresh—dry packed—barrels—fair to good:		
Western, 5½ lbs. and over, lb.	27 @29	
Western, 5 lbs., lb.	27 @29	
Western, 4½ lbs., lb.	27 @30	
Western, 4 lbs., lb.	27 @31	
Western, 3½ lbs., lb.	25 @28	
Western, 3 lbs. each and under, lb.	23 @26	

Ducks—		
Long Island, bbls.	28 @29	

Squabs—		
White, 12 lbs. to dozen, per dozen	8.50@ 9.00	
White, 10 lbs. to dozen, per dozen	7.00@ 7.50	
Culls, per dozen	1.00@ 2.00	

## LIVE POULTRY.

Fowls, via express	34 @37
Capons, via freight or express	55 @60
Ducks, Long Island, spring	30 @30
Turkeys, via express	40 @45
Geese, via freight or express	13 @13
Pigeons, per pair, via freight or express	55 @55
Guineas, per pair via freight or express	70 @70

## BUTTER.

Creamery, extras (92 score)	@43
Creamery firsts (90 to 91 score)	41½@42½
Creamery, seconds	37½@39
Creamery, lower grades	35 @37

## EGGS.

Fresh gathered, extras, per doz.	32 @32½
Fresh gathered, extra firsts	30½@31
Fresh gathered, firsts	29 @30
Fresh gathered, checks	27½@27½

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	@2.70
Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York	@2.90
Blood, dried, 15-16%, per unit	@3.50
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.25@10c
Fish guano, foreign, 18@14% ammonia, 10% B. P. L.	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	Nominal
Soda Nitrate, in bags, 100 lbs. spot	@2.65
Soda Nitrate, in bags, May	@2.66
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.60@10c
Tankage, unground 9-10% ammonia	3.00@10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4½ and 50 bags, per ton	@35.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16%	@ 9.50

#### Potash.

Kalnit, 12.4% bulk, per ton	@ 7.75
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80%, per ton	@32.75
Sulphate in bags, basis 90%, per ton	@44.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending April 2, 1925:

March	27	28	30	31	Apr. 1	2
Chicago	45¼	45¼	47	45-45½	43½	43¾
New York	45	45½	46½	46½	45	45
Boston	46	46	47	47	46	46
Philadelphia	46½	46½	47½	47½	46	46

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

45½	45½	45	44½	43	43
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### Receipts of butter by cities (tubs):

	This week.	Last week.	Last year	—Since Jan. 1— 1925	1924.
Chicago	36,393	32,533	36,982	637,290	775,141
New York	41,332	44,254	36,268	743,647	718,230
Boston	12,545	11,982	11,029	217,577	245,480
Phila.	10,721	14,042	9,470	202,388	218,920
Total	100,991	102,811	93,680	1,800,902	1,957,771

### Cold storage movement (lbs.):

	In Apr. 2	Out Apr. 2	On hand Apr. 3	Cor. day, 1924.
Chicago	72,053	1,134,457	634,494	
New York	26,056	207,380	2,969,991	3,880,097
Boston	12,021	112,652	1,748,432	461,272
Philadelphia	540	47,625	529,027	303,345
Total	38,617	439,710	6,881,907	4,779,206



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		Sausage and Casings
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## CONRON BROS. COMPANY

One of Greater New York's  
Largest Distributors of

### Dressed Meats Provisions

Dressed Poultry,  
Butter, Eggs, Etc.

Railroad facilities for unloading cars  
directly into our houses

If You Are Shipping the Goods We  
Handle Get in Touch With Us

Manufacturers of  
High Grade Provisions

Under U. S. Government Supervision  
U. S. Inspection No. 1009

### Ridgefield Brand

Ham, Bacon, Sausages and Lard

Packing House:  
643 to 645 Brook Avenue, Bronx

West Harlem Market:  
12th Ave. & 131st St., Manhattan

Gansevoort Market:  
10th Ave., 13th to 14th Sts.,  
Manhattan

Hotel, Steamship & Cut Meat Dept.:  
447-449 W. 13th St., Manhattan

Fort Greene Market:  
189-191 Ft. Greene Place, Brooklyn

General Offices:  
40 Tenth Ave., New York

## The Columbus Packing Company



### Pork & Beef Packers

Columbus, Ohio  
Seven Schenk Bros., Managers

## J. M. Denholm Bros. & Co.

Beef and Pork Packers  
Manufacturers of the Famous Keystone  
**Hams, Bacon and Lard**  
PITTSBURGH, PA.

## The International Provision Co.

PACKERS AND EXPORTERS OF  
**FINE PROVISIONS**  
33 to 43 Degraw St., BROOKLYN, N. Y.  
Cable Address, Hazelyork, Brooklyn

## Wilmington Provision Co.

Wilmington, Delaware



Slaughterers of  
**Hogs, Cattle, Lambs, Calves**

Manufacturers of  
**Fine Sausage**

U. S. Government Inspection



## KINGAN & Co.

### PORK and BEEF PACKERS

Producers of the Celebrated  
**"RELIABLE"**  
Brand

**HAMS—BACON—LARD**

Main Plant at  
INDIANAPOLIS, INDIANA  
Branches at

NEW YORK, N. Y.  
SYRACUSE, N. Y.  
JACKSONVILLE, FLA.  
TAMPA, FLA.  
RICHMOND, VA.  
NORFOLK, VA.  
ATLANTA, GA.

PHILADELPHIA, PA.  
HARRISBURG, PA.  
PITTSBURGH, PA.  
BALTIMORE, MD.  
WASHINGTON, D. C.  
COLUMBUS, O.  
SAN FRANCISCO

LOS ANGELES

## Boneless Beef and Veal

CAR  
LOTS

BARREL  
LOTS



742-44 W. 45th Street  
CHICAGO

Price Quality Service

## Oscar Mayer & Co. Packers

*Approved*

**HAMS - BACON  
LARD - SAUSAGES**  
**"Unusually Good"**

Chicago Washington Madison  
New York Boston Milwaukee

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**Washington  
Dressed Beef**

General Offices: Hotel Supplies:  
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Washington, D. C.

Abattoir, Bennings, D. C.

Quality Fair Price



**Sausage  
and  
Ready to Eat Meats**

ESTABLISHED 1845

## The Layton Company

**Pork Packers & Curers  
of Choice Selected**

**Hams and Bacon**

and Renderers of  
**Guaranteed Pure Lard**  
Quality Our Hobby for 80 Years  
Milwaukee, Wisconsin.

## Real Sausage Co.

2710, 2712, 2714 Poplar Avenue Chicago, Ill.

High Grade Provisions, Sausages,  
Bolognas, Pickled and Smoked Meats

Telephone Victory 7200  
Private Exchange  
all Departments

## David Levi & Company, Beef Packers

Union Stock Yards, Chicago, Ill.

**CARLOAD LOTS A SPECIALTY**

The most modern and up-to-date Beef Packing Plant in the country.

Since 1827 **John Morrell & Co.** Since 1827


Curers of

**"MORRELL'S PRIDE" MEATS**

Sausage—Canned Food Products—Mince Meat  
"Red Letter" and "Snow Cap" Brands Lard

**FRESH, BEEF, PORK, VEAL, MUTTON, ETC.**

Ottumwa, Iowa Sioux Falls, S. D.



*"None Better  
in the Country"*

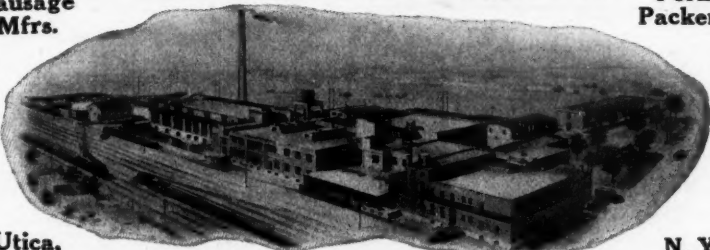
**SHAFER'S  
MEAT  
PRODUCTS**

**Shafer & Company**

Lombard St. from 5th to 8th  
**BALTIMORE, MD.**  
Howard R. Smith, President

**C. A. Durr Packing Co.**

Sausage Mfrs. Pork Packers



Utica, N. Y.

**ARBOGAST & BASTIAN COMPANY**

WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES  
MEAT PACKERS and PROVISION DEALERS  
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

**John P. Squire & Company**

Established 1842

**Pork Packers**

NEW YORK OFFICE 211 Produce Exchange  
P. O. Box 5325 BOSTON, MASS.  
PACKING HOUSES Cambridge, Mass.

**The E. KAHN'S SONS CO.**

Beef and Pork Packers

**"American Beauty"**  
**Ham Bacon Lard**

Car-load shippers of  
Fresh Dressed Beef  
and Calves

Send us your inquiries  
Cincinnati, Ohio

**CHICAGO PACKING COMPANY, Packers**

Union Stock Yards, Chicago, Ill.

Beef Department in personal charge of **GEORGE COOK**

They Sell on Sight

Frankfurters  
Corned Beef Boiled Ham  
Head Cheese Meat Loaf  
Tongue, Bacon, Bolognas

**Otto Stahl's** *Delicious!*

**"Ready to Eat Meats"**

Delicatessens—Meat Markets—Food Shops Served  
3rd AVE. AT 127th ST., NEW YORK



**J. S. HOFFMAN COMPANY, Inc.**

EXPORTERS—IMPORTERS

**CHEESE - SAUSAGE - CANNED MEATS**

CHICAGO WE HAVE BUILT OUR REPUTATION ON—QUALITY AND PRICE NEW YORK

1864 **LOUIS PFAELZER & SONS, Inc.** 1925

UNION STOCK YARDS, CHICAGO, ILL.

DOMESTIC and EXPORT

Shippers of Straight and  
Mixed Car Loads Beef,  
Pork, Lamb and Provisions

We specialize in Boneless Meats  
and Beef Cuts.  
"Sun" Brand Hams, Bacon and Lard

**C. A. Burnette Co.**

827-839 W. 22nd St., Chicago, Ill.

**Car or Barrel Lots Solicited**

**Quality**

Sausage Material, Beef Hams  
Beef Cuts, All Grades



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Advertisements under this head \$2.00 per inch per insertion.  
Remittance must accompany order.

## Hog Hair Bought by WILKINS BROS.

2401 Frederick Avenue  
Baltimore, Md.  
Mail us samples with lowest quotations.

## MASON HARKER CO., Inc.

"Cincinnati Tallow and Grease Exchange"  
**Brokers**  
Tallow, Grease, Soap Oils, Glycerine  
Barrels, Drums  
Offerings and inquiries solicited.

## H. C. ZAUN

BROKER IN  
**PORK AND BEEF PRODUCTS**  
Consignments Receive Prompt Attention  
410 PRODUCE EXCHANGE NEW YORK

## Fred B. Carter

BROKER  
**Packing House Products**  
24 So. Delaware Ave.  
Philadelphia, Penna.

## VINCENT & CO., INC.

Brokers  
Specializing Carload Lots  
**Packinghouse Products**  
Wire us your offerings  
JACKSONVILLE, FLA.

## JAMES KNOWLES

Broker  
**Provisions and all  
Packing House Products**  
20 Blackstone St., BOSTON Cross Code

## Do you make Sausage?

DAILY IMPORT DATA } ON CASINGS  
SEMI-WEEKLY MARKETS }  
Published by Manifests Service Co.,  
P. O. Box 1250, City Hall Sta., New York City.

## E. W. SKIPWORTH

Rates—Claims—Service  
**TRAFFIC** Analyzed—Packers Every-  
where are Satisfied  
Clients  
912-914 Webster Bldg.  
"Across from the Board" CHICAGO

## CONSOLIDATED RENDERING COMPANY

General Office  
40 North Market Street Boston, Mass.  
MANUFACTURES TALLOW, GREASE, OLEO OIL AND STEARINE  
DEALERS IN HIDES, SKINS, PELTS, WOOL AND FURS

## EMIL KOHN, Inc.

Ship us a small Consignment and see  
how much better you can do. Results  
Talk! Information gladly furnished.

## Equipment Wanted

### Steel Batteries and Racks

Wanted, 100 steel batteries for feeding  
chickens. Also steel racks for hanging  
dressed poultry. Must be in good condition. W-871, The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

## Chas. D. Kouterick Inc.

### BUYERS and SELLERS

Cracklings	Tallows
Tankage	Blood
Greases	Bones

23 Beaver Street  
New York

## GEO. H. JACKLE

### BROKER

40 Rector St.	NEW YORK
Tankage	Blood
Liquid Stick	Bones
Bone Meal	Hoofs
Cracklings	Horns

Let Me Sell Your By-Products  
for You

## ARTHUR DYER

### BROKER

318-320 Produce Exchange  
New York, N. Y.

Specialties: All packing house product; all  
canned goods.  
Codes: Armsby's Cross.  
Territory Covered: New York City and adjacent.  
References: Anyone and everyone who knows  
me; Battery Park National Bank.  
Established twenty years and, like Johnnie  
Walker, still going strong. On the base for  
more business of the straight, clean-hitting  
style. No curves or spit balls or anything  
of that sort.

The National Provisioner  
\$3.00 Per Year in U. S. A.

## Plants for Sale

### Modern Sausage Factory

For sale, modern sausage factory.  
Money-maker in town of 30,000. Nothing  
else like it; 4,000 lbs. capacity per day.  
FS-876, The National Provisioner, Old  
Colony Bldg., Chicago, Ill.

### Operating Packing Plant

For sale, small, modern packing plant. Now in  
operation with well-established trade. Built two  
years. Exceptionally well located on switch and  
adjoins Kansas City stock yards. Capacity 200  
beeves per week. Ground and machinery will permit  
doubling capacity. Owner retiring on account  
ill health. W-878, The National Provisioner, Old  
Colony Bldg., Chicago, Ill.

### Meat Market

For sale, in Tenafly, N. J., entire building,  
including business and good will of first-class  
meat market, doing a profitable business. Owner  
retiring from business. Price, \$32,000; easy  
terms. FS-860, The National Provisioner,  
15 Park Row, New York City.

### Meat Market

For sale, first-class meat market in the  
business center of Davenport, Iowa. Long  
established and doing good business. Will  
sell cheap if taken at once. Good opportunity  
for some one. FS-833, The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

### Come to California

Two of the best markets in thriving manufacturing  
city 15 miles from San Francisco. Modern  
and fully-equipped with ice machines, sausage  
factory, etc. Must be sold on account of sickness.  
Write or wire for full particulars to the  
Coast Butcher Supply Co., 278 12th Street, Oakland,  
Calif.

### Hide and Rendering Business

Concrete building 2 stories, engine and  
boiler room, new machinery, 70 H. P. engine,  
100 H. P. boiler, 2 new Wannewetsch tanks,  
1 new Mechanical roaster with Gruendler grinder  
and grease extractor, to make poultry and hog feed,  
most profitable products. Must sell on  
doctor's orders. Big bargain. Liberal  
terms of payment. FS-875, The National  
Provisioner, Old Colony Bldg., Chicago,  
Ill.

### Packing House

Packing house for sale. Fire-proof  
plant, adjoining stock yards, with private  
railroad siding. Main building 60x70 feet,  
three and two story construction, capacity  
100 hogs, and 20 cattle per day. Will sell  
entire plant or part interest to the right  
party with capital to invest. Address  
Wm. M. Adelberger, 104 Wayne Ave.,  
Dayton, Ohio.

Read the Classified Ads.

## Calfskins

# Classified Advertisements

Advertisements under this head \$2.00 per inch per insertion.  
Remittance must accompany order.

## Equipment for Sale

### Lard Roll and Curb Press

For sale, twin lard roll, size of rolls is 18-inch in diameter and 4 ft. in length, fitted for direct expansion; also hydraulic curb press, diameter of curb, 32 inches. Both in good condition. United Home Dressed Meat Co., Altoona, Pa.

### Rendering Tanks

For sale, two new jacketed (staybolted) rendering tanks, 3'6" diameter by 11'10" long, concave head with 11"x15" manhole, cone bottom with drop door, \$500 each. F. O. B. Jersey City, FS-722, The National Provisioner, 15 Park Row, New York.

### Dryer and Melter

For sale, dryer and melter, 5 ft. dia. and 15 ft. long; cut gears; 4 ton capacity; belt or motor drive. Price F.O.B. cars, \$2,500. New, never used. Industrial Iron Works, Jersey City, N. J.

### Duplex Ice Compressor

For sale, York 45-ton steam driven duplex ice compressor, just removed from a brewery on account of prohibition. \$800 on cars. Also three 35-ton machines, same as above, \$750.00 each. Charles S. Jacobowitz, 1382 Niagara Street, Buffalo, N. Y.

### Boss Meat Mixer

For sale, one 500-pound Boss meat mixer with seven and one-half horsepower A. C. motor attached. Both in good condition. FS-880, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Sausage Equipment

For sale, cheap: One 20 H.P. motor A.C. 60 cycle, 220 volts.  
One belt driven 38-in. Boss Silent cutter, 5 knives.  
One belt driven No. 66 Boss Enterprise.  
One belt driven 400-lb. Boss mixer.  
One 16-foot shaft, pulleys, hangers and belting.  
Everything in perfect running order, \$750 cash.  
Reason for selling; ceiling in new factory too low for belt driven machinery.  
A. Koegel & Co., Flint, Michigan.

### Grinder and Pumps

For sale, one Boss Enterprise No. 166 grinder without motor. Condition perfect.  
One Boss 200-lb. stuffer complete with new piston head.  
One Brecht belt-driven lard pump, 2-inch suction, 1½-inch discharge.  
Two American Marsh one-inch suction pumps suitable for exhaust steam heating system.  
Never been used. An inquiry will save big money.  
FS-879, The National Provisioner, 15 Park Row, New York City.

## Equipment for Sale

### Evaporator

For sale, one Swenson No. 9, double effect evaporator; 600 gallon capacity, complete with pumps, all in good working condition. Blayney-Murphy Company, Denver, Colorado.

### Pork Packing Machinery

For sale, 2 Hottmann steam stuffers, complete; 1 sausage mixer, 300 lb. capacity, belt driven, complete; 1 John B. Adt. fat cutter, No. 2, complete with extra knives, belt driven; 1 Boomer & Boschert Mfg. Co., lard press, chain drive; 2 Miles Challenge meat cutters, model B, complete with extra block and spindle knives, extra plates; 1 Fitchburg vertical steam engine, 8½ in. stroke; 2 steam jacketed lard kettles, 75 gal. and 250 gal.; 1 cast iron steam jacketed hot water kettle, 50 gal. capacity.

All in first class condition, now being used. Can be removed immediately. C. A. Van Deusen Co., Hudson, N. Y.

### Ice Machines

For sale, one ten-ton York automatic ice machine. Will sell at a bargain. Central Abattoir Co., Inc., Reading, Pa.

## Positions Wanted

### Sausage Maker

Position wanted, as sausage maker by first-class man. Large or small plant. W-873, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Packinghouse Salesman

Attention: Packing-house salesman at present covering Eastern territory, wishes to make a change. Experienced in production and can write sales. What can you offer? W-872, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Packinghouse Superintendent

Packinghouse superintendent, experienced in all departments, wishes position. Will consider management any department larger plant to start, or management small or medium-sized plant. Also experienced in cleaning and selling casings. References will be supplied. W-867, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Sales Manager

Sales manager is open for position May 1st. Plant, branch house and car route experience. South and Southeast of Ohio river preferred. Record shows results. W-862, The National Provisioner, Old Colony Bldg., Chicago, Ill.

**The National Provisioner**  
**\$3.00 Per Year in U. S. A.**

## Positions Wanted

### Wants a Foreman's Position

Position wanted as foreman. Have had 15 years' experience in hog killing and cutting departments. Practical in all details of economical production and up-to-date systems. Capable of taking charge of any size hog killing and cutting department. W-850 The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Beef Connections

Young man employed in branch house wishes to connect with Eastern or Southern packer to learn beef business. Really interested in the business. Correspondence desired. L-860—Box 1313, Logan, W. Va.

### Sausage Foreman

Experienced foreman, 30 years at the sausage trade, strictly high-class in every way, wants position in modern plant. Without extra remuneration would be delighted to teach the sausage business to any ambitious American who cares to learn. W-877, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Men Wanted

### Beef House Foreman

Beef house foreman wanted in middle-western packing house, handling from 300 to 500 cattle per week. Must be able to supervise and help on killing floor. Liberal salary first-class man. W-868, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Business Opportunities

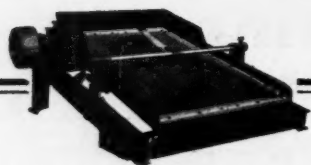
### Chance for Packer with Capital

Old established packing company in Pacific Northwest, splendidly equipped with new and modern plant and U. S. government inspection, with fine territory for raw material and finished product, could use \$100,000 to \$150,000 for expansion purposes. Executive position could be arranged for competent party with required capital. W-792, The National Provisioner, 15 Park Row, New York City.

### Stock Yards for Rent

For rent on long lease if preferred Union Stock Yards, Roanoke, Virginia. Siding capacity 8 cars. Yard capacity 50 cars cattle, 40 cars hogs. Supply unlimited; demand fair; prospects good for 10,000 lambs to begin moving about May 1st. Possession at once. Apply E. L. Miller, 810 Northumberland Ave., Roanoke, Virginia.

Classified Ads bring quick results!



### Stedman's Rock-Shake-Tap Screen

*"The Screen You Needn't  
Clean"*

Ask for Bulletin 113

**Stedman's Foundry & Machine Works**

Founded 1834

Aurora, Indiana

New York Office

American By-Products Machinery Co.

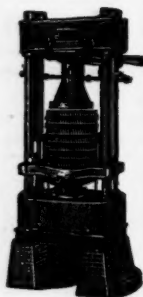
26 Cortlandt St., New York.

### SCRAP PRESS

60 to 900 Tons

At the top in Quality  
At the Bottom in Price  
Ask us about them

Dunlap & Boschert Press Co., Inc.  
302 West Water St., Syracuse, N.Y., U.S.A.  
Established 1872



**DRYERS--EVAPORATORS--PRESSES  
RENDERING TANKS AND  
BY-PRODUCT MACHINERY**

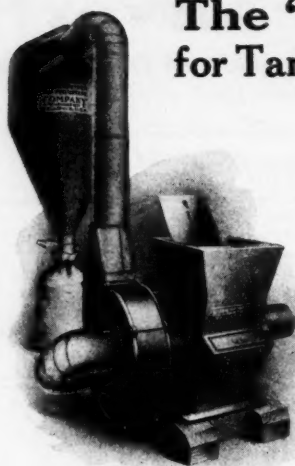
**THE AMERICAN BY-PRODUCTS MACHINERY CO.**

26 Cortlandt St., New York

**The  
National Provisioner**

**\$3.00 per year**

**in the  
United States**



### The "Little Giant" Grinder for Tankage, Bones, Cracklings, Etc.

"Little Giant Grinder entirely satisfactory."

East Side Packing Co., East St. Louis, Ill.

"Our Little Giant certainly does fine work on tankage."

Hull & Dillon Pkg. Co., Pittsburgh, Kan.

The "Little Giant" now places at the disposal of moderate size plants all the advantages of larger Williams grinders. It grinds in one operation. No need to screen and return oversize. Has patented sharp hammers which grind tough by-products with less power. Air equipment (if desired) handles and sacks ground goods. Ball bearing operation. Reasonable in first cost with little or no up-keep expense. Let us tell you where you can see one in operation.

**Williams Patent Crusher & Pulv. Co.**

2708 N. 9th St. St. Louis, Mo.

CHICAGO  
37 W. Van Buren

NEW YORK  
15 Park Row

SAN FRANCISCO  
415 5th Street



# Williams

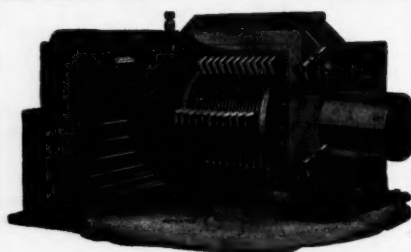
**PATENT CRUSHERS GRINDERS SHREDDERS**

## STURTEVANT

### Macerator and Grinder

FOR

Bones and Carcasses,  
Butchers and Packers Refuse,  
Dry or Wet Rendering,  
Cracklings, Scrap, Tankage,  
Dry and Green Bone,  
Expeller Cake.



SPECIAL HAMMERS, CUTTERS AND GRATES to produce maximum outputs.  
"OPEN-DOOR" ACCESSIBILITY—belt driven or direct connected.  
Roller bearings, heat treated shaft, large feed opening.  
USED BY LARGEST PACKERS

**STURTEVANT MILL CO., HARRISON SQUARE BOSTON, MASS.**

### New Southwark Curb Presses

For Fats, Tallow and Fertilizers, Etc.

**Two Column Quick Acting Presses**

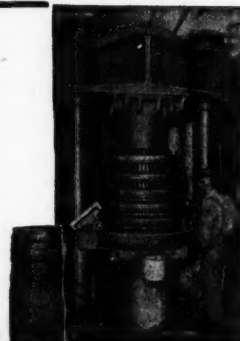
Write for Special Bulletin on Curb Presses

**SOUTHWARK**  
FOUNDRY AND MACHINE CO.  
PHILADELPHIA, PA.

100 E. South St.,  
Akron, O.

434 Washington Ave.  
Philadelphia, Pa.

343 S. Dearborn  
Chicago, Ill.

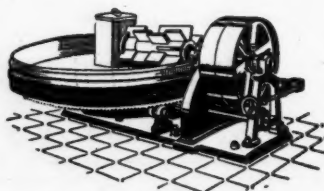


### GRASSO'S

**"Original Holland" Margarine Machinery**

*Sold in America only by the*

**A. H. BARBER-GOODHUE CO.**



Grasso's New Table Worker

316 W. Austin Ave. CHICAGO, ILL.



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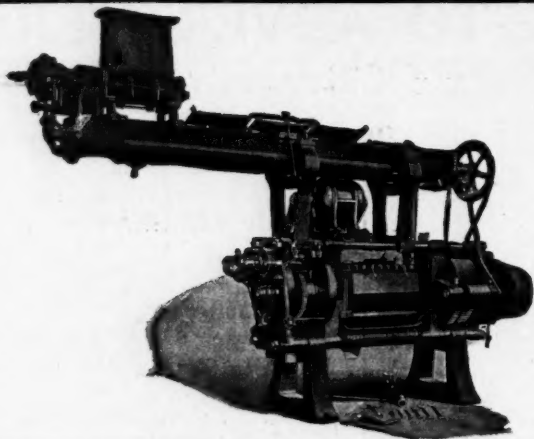
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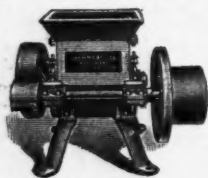
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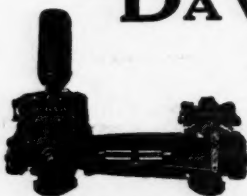
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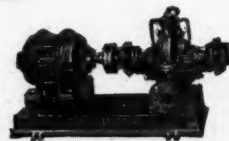
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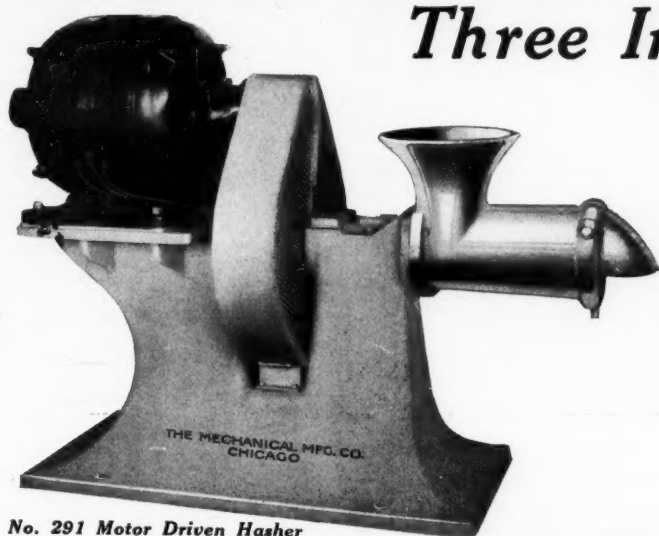
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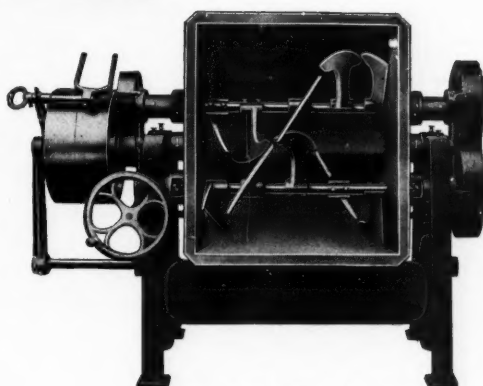
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No. 238 Tilting Mixer

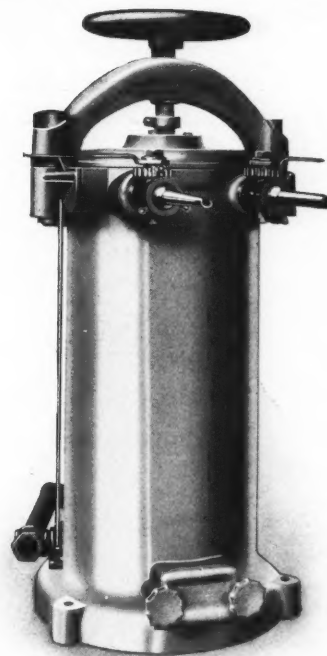
**THE MIXER**—This is our own make. It is of the dumping type, consequently there is no possibility of leaking. All parts are extra heavy, so wear and repairs are reduced to a minimum. Notice the gear guards, making for greatest safety in operation.

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**THE STUFFER**—Without doubt the most easily operated and most sanitary stuffer ever designed. The cover swings on ball bearings and is equipped with a safety device which prevents the operator from opening the air valve while the cover is open.

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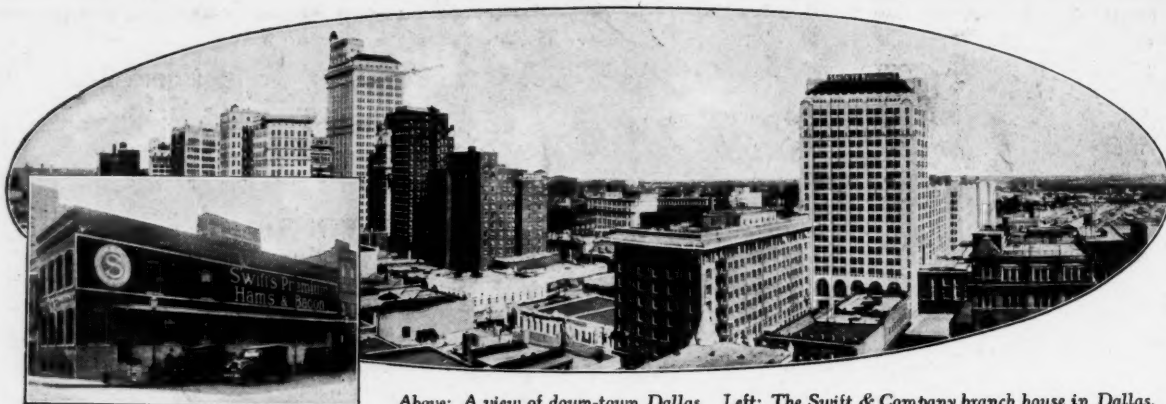


No. 289 Sausage Stuffer

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Above: A view of down-town Dallas. Left: The Swift & Company branch house in Dallas.

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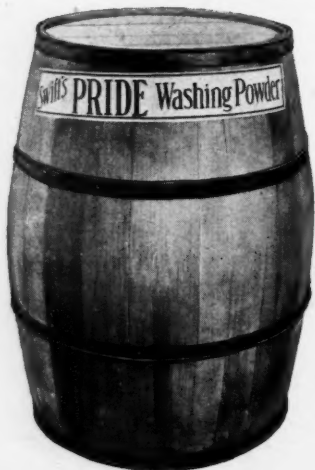
One of five hundred Swift & Company branch houses is situated at Dallas to meet the needs of the local manufacturers there.

## The Same Service May Be Yours

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Soap Department

Chicago

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*For Packing House Cleaning*

